

# The NATIONAL UNDERWRITER

*Life Insurance Edition*

## HOME LIFE—endorses the NATIONAL QUALITY AWARD

"I am very much interested in the project sponsored jointly by the National Association of Life Underwriters and the Life Insurance Sales Research Bureau for a National Quality Award.

"Certainly, this is likely to stimulate the type of activity that is most desirable for the whole business of life insurance and I congratulate the two organizations and the Committee on Persistent Business for their imagination in conceiving it."

*James A. Fulton*  
President

"We feel that a very important contribution to the business as a whole has been made in the National Quality Award.

"Anything which can be done to place the proper emphasis on the quality of business as against merely the consideration of quantity will, of course, reflect favorably on the costs to policyholders, the earnings of Underwriters, and the sound growth of the institution as a whole.

"Congratulations on this splendid idea which is sponsored jointly by the National Association and the Research Bureau."

*Wm. Worthington*  
Vice President and  
Superintendent of Agencies

The announced goal of the National Quality Award is to recognize:—

"outstanding representatives who conduct themselves according to the highest standards of ethics; who place the best interests of their clients above themselves; . . . who render the best possible life insurance service of which they are capable; . . . and who conduct themselves so as to bring honor and prestige to themselves and others in the field of life underwriting."

Inspiration to the attainment of this goal has ever been inherent in Home Life's philosophy—"Client Building through Planned Estates."

**HOME LIFE INSURANCE COMPANY**

256 BROADWAY, NEW YORK

ETHELBERT IDE LOW  
Chairman of the Board

WILLIAM P. WORTHINGTON  
Vice President and Superintendent of Agencies

JAMES A. FULTON  
President

**FRIDAY, JUNE 15, 1945**

# Great Expectations Grow

## in this year of our 100th birthday



THE FAITH and confidence that mark more than a million and a half American weddings this year are shared by New York Life on its 100th birthday.

For 100 years New York Life has helped American families to attain the happiness which springs from security. This long experience has given us

faith in the ability of present and future American families to make their dreams come true.

New York Life dedicates the stability and experience of its 100 years to helping make dreams come true for many of this year's new American families . . . and for many more families to come.

# NEW YORK LIFE

## INSURANCE COMPANY

PROTECTING THE FAMILY—SERVING THE NATION

A Mutual Company Founded in 1845 • 51 Madison Ave., New York 10, N.Y.



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## New Investment Channels Pose Important Problems

### President Fulton Views Housing and Preferred Stock Possibilities

BOSTON — Development of new channels for the investment of life insurance funds so that they may be most advantageously employed for the benefit of policyholders and of the nation's economy will be one of the important problems confronting the business following the war, James A. Fulton, president Home Life of New York and president of the Life Insurance Association of America, told the Boston Life Underwriters Association.

From 1941 to 1944 life company assets have increased \$8 billion while life insurance holdings in U. S. bonds have increased by more than \$9 billion. It is probable that before the war is over, "50% of life insurance assets will be in U. S. government bonds," Mr. Fulton pointed out. "The maximum rate of interest on these bonds issued during the war is 2½%. The effective use of the controls which the federal government uses in the determination of this interest rate is a substantial factor in the interest of other high rate investments. The effect of this tremendous investment in war bonds on the interest rate and consequently on the net cost of life insurance has been one of the major wartime developments affecting the business.

### Change Is Anticipated

"Obviously, the increase in government debt is not going to continue as the war draws to a close, and it is to be assumed that at some point it will start to move in the other direction. The resumption of new enterprise, such as expanding business, new building and other similar activities of normal business, will create a need for additional capital. It is a question, however, whether this need will keep pace with the expansion of life insurance assets so long as the investment of those assets is limited to the type which has to date been traditional for life insurance."

To meet this situation, Mr. Fulton said the life companies are now reexamining the whole matter of investments, to seek ways of extending their investments into new channels.

"Some of the larger companies have successfully ventured into the building of housing projects. It is entirely possible that this field may offer a very substantial outlet for all sized life companies. There would seem to be no reason why the ownership of real estate on a soundly conceived and executed basis should not be a conservative investment for all life insurance funds. Such projects involve some risk, but after all, our business is taking risks. The only problem is to be sure that there is adequate compensation for the risk so that the results to policyholders may be satisfactory.

### Preferred Stock Situation

"Another factor in the present investment situation is the increased use by corporations of preferred stock. There has been some corresponding increase in the investment of life companies in pre-

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## Okla. Wins Tax Case, But Controversy Still Rages

### Court Emphasizes Fact Commerce Question Is Not Decided

WASHINGTON — The Supreme Court Monday decided the Lincoln National Life Oklahoma 4% premium tax case, as a preponderance of insurance legal observers predicted it would be decided, that is, in favor of the state. However, the decision by no means settles or contributes to the settlement of the controversy now raging as to whether the states may impose discriminatory premium taxes upon foreign insurers that are engaged in interstate commerce. The Supreme Court in the Oklahoma case merely followed a long line of precedents, holding that a state may exact from a foreign corporation as a condition to admission to do business the payment of a tax measured by the business done within its borders and the equal protection clause of the Constitution does not require the tax or rate of tax exacted from a foreign corporation as a condition of entry to be the same as that imposed on domestic corporations.

In the Oklahoma case the Supreme Court did not permit arguments to be made on the question of whether a discriminatory tax is violative of the commerce clause of the Constitution, because Lincoln National started its suit against the Oklahoma premium tax law prior to the S.E.U.A. decision holding that insurance is commerce.

Lawyers find the greatest significance of the Lincoln National decision in a foot note on the final page:

"It is not contended that appellant is engaged in interstate commerce. Hence we do not have presented any question concerning the effect of the United States vs. Southeastern Underwriters Association, 322 U.S. 533, on the problem."

The Supreme Court thus seemed to go out of its way to emphasize that the decision was given without any relation to the commerce question and the fact that the court emphasized that point is taken by some observers as a hint that the justices entertain serious doubts as to the constitutionality of the discriminatory premium tax laws in the light of the S.E.U.A. decision. Fred Hansen, assistant attorney-general of Oklahoma, who handled the case for the state, fought hard to keep the commerce question out of it, giving the impression that he was anxious at all costs to avoid meeting that issue.

The decision in the Oklahoma case was 8 to 1 with Justice Roberts dissenting. However, he did not give a written opinion. The majority opinion was delivered by Justice Douglas.

### OHIO TO STUDY DECISION

COLUMBUS—Governor Lausche of Ohio said this week that he would have the superintendent of insurance study the Supreme Court decision in the Oklahoma tax case. A bill is pending in the Ohio house, sponsored by the governor, levying a premium tax on Ohio companies and foreign companies alike. The governor is quoted as saying:

"I am very glad to hear that the supreme court has ruled the Oklahoma law constitutional. It removes a very perplexing problem from my mind. I will have the superintendent of insurance digest the court's decision and report what effect it will have on the Ohio law."

Five life companies have filed suit in Columbus to test the constitutionality

### Text of Decision Given—Follow Precedents on Equal Protection

The text of the Oklahoma decision except for footnotes:

The sole question presented by this appeal is whether Oklahoma has denied appellant the equal protection of the laws in violation of the fourteenth amendment.

Appellant is an Indiana corporation. It qualified to do business in Oklahoma in 1919 and has continued to do business there every year since then. The Oklahoma constitution then provided as it does now, in Article XIX, Sec. 1, that:

"No foreign insurance company shall be granted a license or permitted to do business in this state until it shall have complied with the laws of the state, including the deposit of such collateral or indemnity for the protection of its patrons within this state as may be prescribed by law, and shall agree to pay all such taxes and fees as may at any time be imposed by law or act of the legislature, on foreign insurance companies, and a refusal to pay such taxes or fees shall work a forfeiture of such license."

### Entrance Fee of \$200

Section 2, article XIX of the Oklahoma constitution also required all foreign life insurance companies to pay per annum an "entrance fee" of \$200, and provided:

"Until otherwise provided by law, domestic companies excepted, each insurance company, including surety and bond companies, doing business in this state, shall pay an annual tax of two per centum on all premiums collected in the state, after all cancellations are deducted, and a tax of \$3 on each local agent."

Appellant paid the "entrance fee." It made application for a license. And it satisfied the other requirements prescribed by Oklahoma for admission to do business in the state. In each year subsequent to 1919 it made application for a renewal license and satisfied the various requirements of the state.

When a foreign insurance company desires, for the first time, to do business in Oklahoma, it must apply for a license to expire on the last day of February next after the issue of the license and on or before such date it must pay the gross premium tax on all premiums, less proper deductions, received by it in Oklahoma from the date of its license to and including Dec. 31 of that year. When a foreign insurance company which holds a license to do business in Oklahoma for a particular year desires to do business there during the ensuing year, it must make application for a license on or before the last day of February of the current license year, pay the gross premium tax on premiums received in Oklahoma during the preceding calendar year, and on or before the last day of February of the ensuing license year pay the gross premium tax on premiums received by it in Oklahoma during the preceding calendar year. That is to say, the licenses issued expire on the last day of February next

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of the Ohio law on the ground that out-of-state companies cannot be taxed at a rate different from Ohio companies. It is the opinion of some life insurance men that the U. S. Supreme Court decision means the end of the effort to have the proposed 2½% tax on all companies enacted.

## N.A.I.C. Central Office Proposal Well Received

### Need for Headquarters Is Accentuated by Supreme Problems of the Hour

The idea of establishing a central office of the National Association of Insurance Commissioners, as advocated at the St. Paul convention last week by Newell Johnson, the outgoing president, strikes a responsive chord among a great many commissioners and industry observers. It is by no means a new idea but it is made under entirely different circumstances than prevailed in previous years. Ernest Palmer, then Illinois insurance director, earnestly championed the idea of a central office when he was president of the N. A. I. C. in 1936. It was later frequently and emphatically recommended by J. B. Gontrum of Maryland, when he was Maryland commissioner and was an influential factor in the organization.



N. R. Johnson

However, in those days, the suggestion could be treated as another good idea and something to be pondered leisurely. There was no S.E.U.A. decision, insurance was not commerce, there was no public law 13, and the state system of insurance government was not in the position of having to sink or swim in the next two years.

Mr. Johnson's recommendation was referred to a sub-committee of the executive committee, and it is likely that a definite proposal will be eventuate. Whether the decision will be to operate a completely independent headquarters office for the insurance commissioners, or whether that work may in some way be incorporated into the operations of the Council of State Governments at the University of Chicago, remains to be seen. That organization acts as a clearing house for information for state governments and other political subdivisions, and it serves as the headquarters agency for the Governors' Conference, attorney general association, etc.

With a central system in operation it would be possible to funnel these various reports and studies to the individual commissioners in the ordinary course, and the committees could have a much less hectic time of it at the meetings.

### Hungry For Information

Many observers believe that with the many momentous problems that have to be solved in the realm of insurance government in the immediate future, and with the pressing need for uniformity in many directions, a system of regular exchange of information and a central source to which inquiries may be addressed, is today a necessity. The insurance commissioners are hungry for information about what this state or that is doing, about pertinent court decisions, and projects that are under way in various parts of the country. Vari-

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## William B. Carlile Dies, Sales Giant of Old with Mutual Life in Chicago

By C. M. CARTWRIGHT

There passed off the stage Sunday of this week at his home in Chicago a former life insurance man who had a meteoric career and who at one time was the cynosure of all eyes. He was William B. Carlile, a mighty salesman in his day. Mr. Carlile was a southerner by birth, education and sentiment. He was 75 years of age at the time of his death.

He was graduated from St. Mary's College in Kentucky and after he left that institution started his life insurance career as an agent of Mutual Life. He was a typical Mutual Life man. He was wedded to that institution, believed in its traditions, ideology and policy and clear to the end he spoke of it in terms of adoration. Mr. Carlile was a genuine, old time aristocrat.

### Carlile an Aristocrat

He had all the suavity, cordiality and fine feeling of his native southern land. He came to the notice of the life insurance fraternity when he wrote the late James J. Hill, head of Union Pacific Railroad, for \$1 million of life insurance. That pushed him far ahead in the life insurance calling and from that time forward as long as he was in the business he was recognized as a sales giant. He became special executive representative of his company. He labored at large seeking wealthy prospects whom he thought were insurable. He might be called a roaming life insurance salesman deluxe. Later he made his headquarters at Louisville. His early personal achievements were largely in the south. He was always on the alert for new prospects possessed of large substance. He was an out-and-out salesman, very impressive, very diplomatic, very brilliant. He had a keen insight into human instincts and qualities. He could size up a man in short order. Among the other large policies he wrote was \$1 million for Charles Netcher, head of the Boston Store in Chicago.

### Started His Chicago Career

Mutual Life had a general agency in Chicago in the old Tacoma building, now 1 La Salle street building, Chicago, known as the Ferguson agency presided over by Charles H. Ferguson and his two sons, George M. and James L. They did a fair business. Mutual Life evidently desired to make itself felt in a stronger and more prominent way and evidently was not satisfied with the amount of business it was getting out of Chicago. Mutual Life had its traditions, its ambitions and ways of doing business. The company, therefore, grew impatient and signed up Mr. Carlile for a Chicago office which he opened in the Rookery building with the title of special executive representative. Immediately there was intense interest on the part of Chicago life men as to what it all meant. In a short time Mr. Carlile drew to his office some of the high powered big producers of Chicago. He injected into them his enthusiasm and determination. No office, up to that time had attracted so much attention and it might be said solicitude.

### New Star in the Firmament

The Chicagoans knew that an entirely new figure had come in their midst. His accomplishments in the past were studied and undoubtedly his importance was magnified in the minds of his competitors. The wheels began to turn rapidly. Mr. Carlile was a new kind of manager. He consorted with prominent citizens of Chicago. He made many valuable contacts. He brought with him from Louisville Robert Skene who had an accident company. He was a typical southerner and acted very much as Mr. Carlile's right-hand man and bird dog. It was Mr. Skene's province to stir up these agents, keep them on the run and not allow any lagging. It was not very long before Mr. Carlile's Mutual Life

operations so outshadowed the Ferguson office that the company combined the two and put Mr. Carlile in charge. Mr. Ferguson had reached the retirement age anyhow. He believed in putting on considerable style and was not contented to remain in the somber offices in the Tacoma building.

### Moved to New Quarters

He therefore opened new quarters in the Tribune building. While Mr. Carlile was stirring up new sentiment and attracting new men he aimed to keep on very good terms with other Chicago agencies. He joined the Chicago Life Underwriters Association and was one of the moving spirits in getting L. Brackett Bishop, then manager of Massachusetts Mutual Life, elected president of the National association. Jules Girardin, then manager of Phoenix Mutual Life, was local president. He and Mr. Carlile made a formidable team and put Mr. Bishop into the higher office with great eclat.

Evidently Mr. Carlile was not living up to expectations as an administrator with Mutual Life. He probably got far out of bounds. It seemed necessary for the company to change its policy in Chicago and put on the brakes. Mr. Carlile had not reached the pinnacle the company hoped for. He had not proved to be a successful agency leader. He did not stick closely to his knitting. He was desirous chiefly of hobnobbing with the elite, the men with great names. He was at home with them. He sought their favor and wanted their attention. He thus got too far from his own work. The company tried to bolster its situation by opening general agencies in other buildings. It was found that they did a large percentage of the business which cleared through the Carlile office. Looking back to those days it can be said that Mr. Carlile's native born aristocracy and its peculiar attractions did not fit him to deal with the ordinary rate book men.

At the time Mr. Carlile was sent to Chicago, companies in general appointed leading producers as managers. However, most of the successful field men did not possess the qualities for administrative work. Mr. Carlile's forte was in the field of personal production. In that realm he was a brilliant star.

### Darby A. Day on the Scene

Darby A. Day was regional supervisor of Mutual Life in the central west and had made an excellent record. He was a good organizer, was popular, a great mixer, well liked and the company recognized in him qualifications for administrative work in a large way. Hence he succeeded Mr. Carlile at Chicago. He

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## Conn. Governor V.P., Gen. Counsel of Conn. Mutual

HARTFORD—A special meeting of the directors of Connecticut Mutual Life Wednesday morning elected Raymond E. Baldwin, governor of Connecticut, vice-president and general counsel and a director.

During the remainder of his term as governor, a company statement said, Mr. Baldwin will devote only such time to this appointment as will enable him to become familiar with the affairs of the company and the responsibility of the office.

His election to this post presumably brings to a close a career in politics which has seen him chosen three times as chief magistrate of Connecticut, and has aroused considerable support for his election to a national office.

Mr. Baldwin was elected governor after one campaign by the largest plurality ever received in the state. In private practice he had insurance experience as trial counsel in insurance cases. He was with the Pullman & Conley law firm at Bridgeport. The fact that he was joining Connecticut Mutual had been kept a closely guarded secret until the election took place Wednesday and when the news broke Wednesday it created a political sensation in Hartford and throughout the state.

## Seven Billion Mark Is Passed by John Hancock

BOSTON—With a gain of \$200 million in insurance in force for five months, John Hancock Mutual has passed the \$7 billion mark in insurance in force. The five month increase represents a substantial gain over a year ago.

"The achievement of the seventh billion is an unspoken tribute to the teamwork of agency and office forces who, despite acute manpower shortages, succeeded in making the most of present opportunities and more than maintained the progress of the pre-war decade," President Paul F. Clark stated in making the announcement.

### Josephs to Round Table

Joe E. Josephs, who is with New York Life at Charlotte, N. C., has received official notification that he has qualified as a member of the 1945 Million Dollar Round Table. Mr. Josephs has just been elected president of the Charlotte Life Underwriters Association. He is also a C.L.U. He specializes in estate planning and business insurance and operates almost exclusively on a program basis.

## Praises War Record of Life People in Group

Col. Reese F. Hill, chief contract insurance branch of the army service forces, in addressing the annual meeting of the National Association of Insurance Commissioners at St. Paul, gave praise to the life insurance companies for their cooperation in dealing with unusual problems involving insurance coverages of war contractors. He said that with the ready cooperation and assistance of the life companies it has been possible to maintain employee benefit programs of the contractors at fairly reasonable costs in spite of many conditions which have been aggravated as a result of wartime employment circumstances.

Most of Col. Hill's remarks consisted of reference to the work of fire and casualty companies, but he did refer in this particular to life insurance matters.

Col. Hill observed that involved in cost-plus-a-fixed-fee war contracts are problems such as group life, group sick and accident, hospital, surgical plans, pension trusts, annuities and other forms of retirement benefits which stem largely from the employee benefit plans maintained by the employer in his normal operations. The War Department group insurance rating plan was adopted in March, 1943. One of the elements of this plan is a pool reserve which the insurer is required to establish according to the provisions of the plan by taking a portion of the premium from each risk covered by the plan. The insurer then is permitted to recoup losses resulting from adverse experience from this pool reserve, and it has thus been possible to hold premium rate levels fairly consistent in spite of the somewhat unfavorable experience encountered with respect to certain of these lines of insurance. It is believed, he said, that this rating plan has resulted in very large savings in costs to the War Department as a result of this rate stabilization, and that further substantial savings as a result of the liquidation of the pool reserves now held by the insurance companies will develop.

### H. A. Miller Assistant Manager

Harold A. Miller of Council Bluffs, Ia., has been promoted to assistant manager of the Omaha agency of Mutual Life. He has been district manager for the past 20 years, 15 of which he has been a member of the company Quarter Million Dollar Field Club.

He started with Mutual Life in 1925 at Atlantic, Ia. and went to Council Bluffs in 1930. He will now have charge of 12 counties, seven in Iowa and five in Nebraska.

Fred T. Jordan, manager of the home office agency of Union Mutual Life, Portland, Me., was master of ceremonies at the city's major bond rally held in conjunction with the 7th war loan.



AT ST. PAUL CONVENTION OF INSURANCE COMMISSIONERS:

Alexander Query, Prudential; Luke J. Kavanaugh, Colorado commissioner; Roy L. Davis, Association of Casualty & Surety Executives, Chicago; Ralph Kastner, American Life Convention; Ray Murphy, Association of Casualty & Surety Executives; W. P. Hodges, North Carolina commissioner. Pictures by Harry H. Fuller, deputy U. S. manager Zurich.



## Combination Life and Annuity Proceeds Taxable

### U. S. Supreme Court Upholds I.R.B. and Lower Court Rulings

WASHINGTON—In an opinion by Justice Murphy, the Supreme Court affirmed decisions by the internal revenue commissioner and lower courts that proceeds of a life insurance policy and an annuity contract issued by Equitable Society to Morris L. Goldstone in 1933 are includible in his gross estate for estate tax purposes. His executors' petition for review had been granted on account of apparent conflict of authority among lower courts. Justice Roberts rendered a dissenting opinion in which Justice Douglas joined.

Goldstone paid Equitable \$26,500 for the two contracts, including a single premium of \$14,357.08 on the policy which insured his life for \$18,928. In lieu of physical examination, Justice Murphy says, Goldstone was required to purchase the annuity contract on which he paid a single premium of \$12,142.92.

#### Payments to Goldstone

This latter contract provided for semi-annual payments of \$386.51 to Goldstone during his lifetime and on his death \$6,071.46 to his wife, or daughters, or if they predeceased him, to his estate.

Both contracts were issued when Goldstone was 63. He died five years later, survived by his family. His wife, who had the right under the contracts to assign, borrow on them, receive dividends, change beneficiaries, and/or surrender them for cash value, had not done so. Equitable paid the widow \$6,071 under the annuity contract, also full amount of life policy, plus \$182.24 accumulated dividends.

The commissioner determined the proceeds were includible in the estate for tax purposes and assessed a deficiency of \$5,376.11, which was paid and subject of suit for refund, which was denied in the district and second circuit courts.

Justice Murphy says the two contracts, "which must be considered together, contain none of the true elements of insurance risk." Section 302(G) of the act, relating to life insurance proceeds, is held inapplicable.

Murphy said the decedent used the contracts to effect transfer of about \$25,000 of his estate to his family. He points out Goldstone retained the right to semi-annual payments under the annuity contract together with a contingent reversionary interest in proceeds of both contracts. This conclusion is unaltered by the fact of the wife's powers under the contracts which she did not exercise. Transfer of the contracts' proceeds, the court held, was effectuated at decedent's death, Goldstone having retained a "string" over the proceeds until his death. The essential element of decedent's reversionary interest at time of death, it is held, requires including contract proceeds within the gross estate.

#### Minority Opinion

Declaring the judgment below should be reversed, the minority opinion says the majority repudiates Helvering vs. Hallock and points out that "in order to reach substance" in disregard of form, this court only recently has treated two independent contracts, one for insurance and the other for an annuity, as constituting but a single transaction and amounting to a gift in favor of the beneficiary of the insurance policy. (Helvering vs. Lagierse).

The Equitable-Goldstone transaction is described by Roberts as a common one, under which life coverage may be obtained by buying an annuity for an applicant beyond the age at which a company will undertake to underwrite the

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### Richardson in Arlington, Va., Post for Occidental

LOS ANGELES—In the eastern expansion of Occidental Life of California, the R. T. Richardson general agency has been established at Arlington, Va., to serve northern Virginia and the District of Columbia. Mr. Richardson has been in sales supervision work in the Washington area for almost 25 years. After service in the former war, he was an automobile sales manager in Washington until 1938, when he entered insurance with Acacia Mutual in Washington. He was later branch manager for that company at Pittsburgh and Birmingham, Ala., but resigned to become district manager in northern Virginia for the Mutual Benefit Life. He took an Occidental production contract early this year.



R. T. Richardson

#### Western & Southern Expansion

CINCINNATI—Western & Southern plans to expand its agency operations in the territory in which it operates and is opening up the following Illinois cities: Danville, Champaign, Urbana, LaSalle, Peru, Spring Valley, and Ottawa. Opportunity will be given to existing representatives to transfer to the new territory and the same contract will be offered, except that a stated salary will be paid instead of collection commission since no debits are yet in existence. The company operates in Ohio, Indiana, Kentucky, Michigan, Missouri, Pennsylvania, and West Virginia as well as Illinois.

## Many 'Iffy' Questions Face Social Security Board

By H. C. HALLAM

WASHINGTON—The social security board staff meeting last week is understood to have reviewed factually the new Wagner-Murray-Dingell over-all social security bill and compared it with the old measure sponsored by those men last congress. One of the most striking differences noted was that between the maximum rate of taxes or contributions—8% in the new bill, against 12% in the old.

The SSB staff, including W. R. Williamson, actuary, is working on a new study of benefits, rates, costs, etc., under the new bill, in case it should become law. Its study No. 20 covering the old WMD bill in similar manner, is in process. Other SSB studies, completed or in the works, relate to some 15 or 18 factors involved in the general problem of social security.

The conclusion has been reached that survivors' benefits under old-age and survivors' insurance are not as expensive as one might think, according to SSB specialists.

In considering social security costs SSB experts point to two major principles. First, it is said, low range costs are unpredictable, being dependent upon many factors. The board studies give low cost and high cost figures. Specialists admit they have no clear idea what ultimate costs will be, nor when the highest point will be reached.

#### Pyramiding Quality in Costs

There is a pyramiding quality in costs under the present system, it is stated, and the range of tolerance is much wider than in the case of life insurance rates and other rate structures. In this connection, it is pointed out that many

persons will not retire at 65, but want to work until 75.

Again, how many pension and retirement plans are there, or will there be, and how many persons will they cover, SSB specialists ask. The answer is, nobody knows.

Looking into the future—or trying to—SSB people speculate on whether, in event of an industrial depression, public opinion may force early retirement of workers, even earlier retirement.

Increasing wage rates present another problem, the ultimate results and effects of which they can not fathom. Again, suppose that 50 years from now there is twice as much money in the country; what would be the relationship of that factor to social security problems?

Social security board people do not expect any formula that may be worked out by its experts now to "stay put" forever, or even that any program Congress may adopt will necessarily remain in effect permanently.

They say that while it appears now that many more people may obtain benefits under social security in the future, yet it is quite possible that the course of benefit progression may not always be upward.

#### Supplemental Action

It may be decided later on, it is suggested by some thinking of these problems, that the American people would like to do less along social security lines and leave more room for supplemental action by private interests—insurance protection, pension plans, non-profit organizations, group health and hospital plans, voluntary medical care arrangements, etc.

The specialists declare that social security benefits can and could be reduced; that there is no vested right in them. However, it is believed that great political pressure would be brought to bear against such a proposal, although certain benefits were reduced in the 1939 social security revision.

The suggestion has been advanced, however, that as the number of aged persons increases in the United States and increased benefit proposals come to be analyzed, the working and producing population of the country, who must ultimately bear most of the costs of a social security program, either in the form of direct contributions or federal taxes, some of which are contributed by the treasury toward social security costs, the public may ultimately call a halt.

While costs under the new social security bill remain to be figured out by SSB actuaries and other experts, it appears to some of them already that the new measure would probably be as expensive as that of last Congress. This would seem to indicate ultimate greater costs of the whole social security program, compared to present costs.

#### Disability Benefits

As to disability protection and benefits, government specialists say that the insurance industry seems to have learned how to handle total permanent disability problems successfully within a formula. However, the industry is said to have backed away from the problem, after finding the answer.

If the industry and social security board did as well with respect to temporary disability, and if social security were administered as strictly as life insurance, government specialists believe a good job would be done.

Incidentally, at present, social security board specialists are understood to agree unofficially with life insurance experts in opposing the WMD proposal to increase maximum benefits from \$85 to \$120 a month.

The SSB bureau of research and statistics is expected to complete a report on temporary disability and long term disability, about July 1. They like "long

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## Delivering the Tangible

On V-E Day the beneficiary under one of our annuity policies received her first claim check, and she wrote:

"What a lovely thing to have my claim checks reach me on V-E Day—a day I shall always remember for more than one reason. I suppose you have settled so many claims that one, more or less, makes little impression on you, just routine, all in the day's work. My feeling is different. It is such a comfort to know I have an anchor to win'ward. I feel all warm inside and purring like a kitten by a fireside."

No life insurance underwriter would agree that a claim makes little impression on him. There is a saying that he does not fully realize the importance of his work until he has delivered his first claim check. From there on out he is unable to believe that what he has to sell is something intangible. His contact with an actual beneficiary brings him close into most intimate human relations.

It is brought fully home to him how food is a tangible, and a home preserved is a tangible, and education made possible is tangible, and a business continued is tangible. That, not dollars, is what he has been selling and now is delivering.

\* \* \*

THE PENN MUTUAL LIFE INSURANCE CO.

JOHN A. STEVENSON  
President

INDEPENDENCE SQUARE, PHILADELPHIA



One reason we believe our new Colonial Series of non-cancellable, guaranteed renewable Sickness and Accident Policies has been so favorably received by career life underwriters is the opportunity they present to be of real service to discharged servicemen.

Although they may not be immediate prospects for additional life insurance, most veterans will quickly recognize the vital personal protection offered by these new policies ... protection for which there's a need as soon as they resume their place in civilian life.



Union Mutual's Non-Can Sickness and Accident Policies are sold only through selected full-time career life underwriters. Write us today for "The Whole Story" about the Colonial Series, newest of our thrifty Maine insurance plans.

*Colonial Series*  
**NON-CANCELLABLE**  
Guaranteed Renewable  
**SICKNESS & ACCIDENT**  
POLICIES BY  
**UNION MUTUAL**  
LIFE INSURANCE COMPANY  
Portland **MAINE** Home Office  
Rolland E. Irish, President

THE NINTH OLDEST LIFE INSURANCE COMPANY IN AMERICA

## Flies Reemployment Service Flag



Penn Mutual Life is flying what is believed to be the first reemployment service flag flown by an insurer. It is over the front door of the home office. At the flag-raising ceremony President John A. Stevenson shown at the right of the picture, was assisted by five returned service men who are shown in the picture, along with several of the home office ladies. The service men included Albert G. Harris, Joseph H. McCall, William Castor, Albert Henson, Jr., and

Elwood H. Powell, all of whom have rejoined Penn Mutual.

This flag was designed by the "Evening Bulletin" to carry the honorable discharge emblem in addition to the traditional stars.

Penn Mutual's flag shows the number 477, representing those still in the service; the gold star carries the number seven, underneath the honorable discharge emblem the figure 25 represents 25 reemployed thus far.

## IRB Issues 50-Page Bulletin on Pension Plans

WASHINGTON — From a bulletin on section 23(p)(1)(A) and (B) of the internal revenue code, as amended 1942, Internal Revenue Commissioner Nunan says taxpayers and counsel may obtain "the best available indication of the trend of official opinion" in the administration of provisions of that section "relating to deductions for contributions of an employer under pension and annuity plans in taxable years beginning after Dec. 31, 1941." Nunan states, however, the bulletin "does not have the force or effect" of a treasury decision "and does not commit the department to any interpretation of the law which has not been formally approved and promulgated" by Secretary Morgenthau.

The bulletin contains nearly 50 pages, including 12 parts; also tables, illustrations and appendix. One part of the bulletin is devoted each to several clauses in the section. Other parts deal with deposit administration plans, advance and supplemental funding, changes in provisions of plans, cost factors and assumptions, adjustment for gains, applicable years, information required.

Under cost factors and assumptions are discussed such matters as interest, mortality, and expenses, turnover, retirement ages, increase in compensation and salary scales, asset values, special benefits and factors, etc.

Cost methods discussed under clause ii include aggregate, individual funding to normal retirement age, minimum individual funding period, money purchase and unfunded cost methods. Costs and limits are also discussed under clause iii.

Tables show factors for certain tests and also present values at 3% interest without mortality discount. Illustrations include hypothetical plans and assumptions with relation to certain clauses of the section; application of prescribed tests to individual cost methods; also entry age normal cost method for self insured plans; also unit credit cost method for group annuity.

Two tests for clause ii cost methods are prescribed in the appendix, which also includes exhibits.

In an introduction the bulletin says

that "in order to provide practical standards for the most common methods (of determining costs of employers' contributions to or under employees' pension or annuity plans), certain technical and actuarial determinations and relations have been reduced as nearly as possible to simpler approximations."

No attempt is made, however, to cover all variations and complications in such determinations or deductions. Particular methods and factors in any case, it is stated, "will be acceptable only if they are appropriate and give reasonable results in view of the provisions of the plan, classes of employees covered, and other circumstances affecting probably actual long range costs." Moreover deductions will not be allowed unless the contributions concerned constitute ordinary and necessary business expenses in the contribution year and represent part of reasonable compensation for services rendered.

No determination of allowable deductions will be made until after examination of the income tax return for the year under consideration. It is pointed out that "a ruling expressing the opinion that the plan meets the applicable requirements of section 165(a) and that contributions under the plan will be allowable as deductions in accordance with section 23(p) does not imply that the cost method or factors are acceptable or that the extent to which contributions may be allowed as deductions in any year has been considered."

## J. R. Hardin Presents Trophy

President John R. Hardin of Mutual Benefit attended a joint meeting of the Boston and Nashua agencies and presented the President's Trophy won by the Nashua agency for the best all around performance of the year, to W. E. Johnson, Jr., general agent of Nashua and Boston. F. N. Watson received the award as the 1944 company leader in both volume and lives. H. G. Kenagy, superintendent of agencies; John J. Magovern, assistant counsel; E. C. Hawes, field service manager, and G. A. Sharpe of the agency department also attended.

R. L. Rose, formerly advertising service manager of THE NATIONAL UNDERWRITER, has been promoted to full lieutenant in the navy armed guard. He made his most recent trip to the European continent just before the end of hostilities there.



## PREPARATION IS THE PRICE OF SUCCESS

# He won this fight a month ago

He *took* the championship tonight—but he *won* it on the road back in training camp. Every good fighter knows it's a man's legs that go first, and his wind. So the Champ prepared as a champ should—by mile after mile of roadwork, and rope skipping—by thorough conditioning. And at the final bell, he was on his feet, the better man—and the new champ.

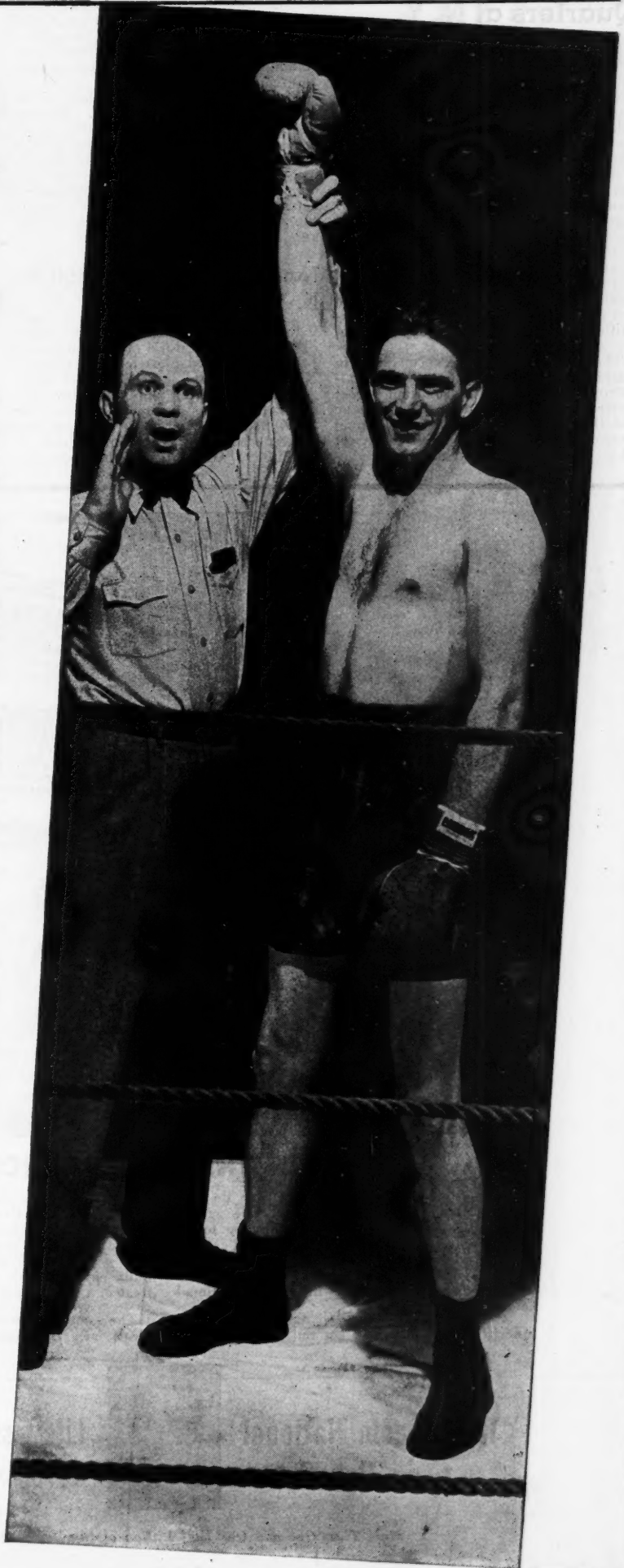
Selling life insurance depends on preparation, too. The man who succeeds is well grounded in every detail. He understands and knows how to meet every facet of many-sided insurance selling.

Because of full acceptance of the principle of preparation, the Aetna Life Insurance Company arms its representatives with proven, tested sales plans to help them in the field. Based on actual trials, these plans, when memorized and used by Aetna salesmen, have shown remarkable results in business written and in income earned.



**AETNA LIFE INSURANCE CO.**  
HARTFORD CONNECTICUT

**Affiliated Companies:**  
THE AETNA CASUALTY & SURETY COMPANY  
THE AUTOMOBILE INSURANCE COMPANY  
THE STANDARD FIRE INSURANCE COMPANY  
OF HARTFORD, CONNECTICUT



## Chicago Group Moves to New Quarters at N. Y.

NEW YORK—Continental Casualty, Continental Assurance, National Casualty and Transportation are moving into new quarters at 76 William street here June 18 and will occupy the lower half of the 12 story building it recently purchased. The metropolitan department will occupy the first floor at 76 William street, and 2 Liberty street, and the eastern department the second floor of both buildings. Executives offices and the life department will occupy the fourth floor at 76 William and the metropolitan fidelity and surety department and the accounting department will be on the fifth floor. Claim departments are located on the third, fourth and fifth floors at 2 Liberty. The policy-writing department will occupy most of the sixth floor.

The metropolitan office specializing in disability, accident and health hospitalization will remain at 80 John street under the management of R. J. Keane and the eastern department of National Casualty continues at 45 John street where James J. Garrett handles the ac-

cident and health business for the entire eastern territory, reporting direct to the home office at Detroit.

President Roy Tuchbreiter has made a splendid forward move in the selection of property and modernization program which has been carried out. The underwriting and servicing operations have been streamlined to provide outstanding service to agents, brokers and assured.

Floyd N. Dull is vice-president of the group located in New York. Harlow G. Brown, resident vice-president, is also vice-president of Continental Assurance in charge of all eastern department operations. W. J. W. Merritt is manager of the business development department and G. Paul Barry is group superintendent. The new telephone number will be Hanover 2-9750.

## Name Goodwin and Stott to N. Y. Insurance Board

Richard V. Goodwin, vice-president of Fireman's Fund Indemnity, and John C. Stott of Norwich, president of New York State Association of Local Agents, have been appointed by Governor Dewey as members of the New York insurance board. At the same time Governor Dewey reappointed Jesse S. Phillips of Great American Indemnity

and James A. Beha, New York insurance attorney and former New York insurance superintendent, as members of the board.

Mr. Goodwin succeeds Aaron Rabinowitz, and Mr. Stott succeeds William H. Hotchkiss, former New York insurance superintendent.

Mr. Goodwin is vice-president of Association of Casualty & Surety Executives and vice-president of New York Board of Trade. Mr. Stott is vice-president of Norwich Chamber of Commerce.

Holdover members are President Matthew Woll of Union Labor Life and former Superintendent Francis Stoddard, New York lawyer.

## \*Baker Brooklyn Supervisor

George F. Baker has been appointed supervisor of the Brooklyn office of the C. B. Knight agency of Union Central Life at 16 Court street. He will have charge of the agency's production in Kings county. Mr. Baker has been a substantial life insurance producer for 10 years. He joined the Knight agency in Brooklyn in 1943. Before entering the insurance business he was vice-president and treasurer of the George W. Baker Shoe Co. and a director of several Brooklyn banks.

## Triumph



James E. Rutherford, executive vice-president of the National Association of Life Underwriters (left), is here shown triumphantly with John Marshall Holcombe, Jr., manager of the Sales Research Bureau. The picture was taken while they were on a fishing expedition in Maine waters with President R. E. Irish of Union Mutual Life.

## Four-Term Course for War Veterans Announced

A special four-term program in life insurance and related business subjects has been established by the Wharton School of Finance & Commerce of University of Pennsylvania for veterans who feel they can not undertake a longer period of study upon leaving service. It leads to the award of a certificate in business administration.

The course is designed particularly for life agents returning from the armed forces and for others whose education has been interrupted by the war and who are looking forward to a professional career in life insurance, according to Dr. C. Canby Balderston, dean of the Wharton School. It is not intended however, for recent secondary school graduates upon whose educational careers the war has had little or no effect and who, therefore, may readily take advantage of the regular eight-term undergraduate curriculum.

Since students may attend the Wharton School throughout the year it will be possible to complete the special program in 16 months. If a student desires to continue his studies beyond the four terms, all the courses he has taken will be credited toward the degree of bachelor of science in economics.

Courses selected to prepare for the C.L.U. examinations conducted by the American College are included in the new program, and they are taught by faculty members who regularly conduct the C.L.U. courses. Requirements for admission will be the same as for the regular eight-term undergraduate program. The tuition fee per term is \$200. Additional details can be secured from Dean Balderston, care of the school, Philadelphia 4, Pa.

## Mutual Life Parley at N. Y.

Ten agents of Mutual Life met at the home office to confer with company executives. Invited because of their outstanding success in the field, the representatives discussed current problems with the officers.

Mutual Life's program for 1945 was outlined to the men. Among the topics discussed were underwriting problems, selection, public relations, and the post-war problems of life insurance selling.

## Ohio G. I. Bill Signed

COLUMBUS, O.—Governor Lausche has signed the Ohio bill permitting domestic life companies to make G. I. loans, effective Sept. 4.



## YOUR TRIUMPHAL ARCH

The keystone of your personal "Arc de Triomphe" may be a Lincoln National Life agency contract. Hundreds of men have already found salable contracts, increased opportunity for growth, effective sales aids, speedy Home Office action on submitted business, and increased personal incomes as members of the growing Lincoln National life family.

Each Lincoln Life man has the further satisfac-

tion of seeing his record of progress reflected in his "LNL Agent's Retirement Plan." As time goes on, each year's increase in business in force along with substantial Company contributions buys for him personally a single premium deferred annuity payable at 65. His retirement income is the total of these annual annuities.

The same opportunities are open to you. Write the Agency Department, Home Office.

**The Lincoln National**  
Fort Wayne 1



**Life Insurance Company**  
Indiana

More Than One and One Half Billion of Life Insurance in Force





**ACACIA'S** 76th Annual Report from the pen of President William Montgomery is virtually three reports in one—a report of facts and figures—a report on the stewardship of Acacia's management—and a report on Acacia's business principles, particularly as they apply to the relations of the company with its Fieldmen.

Mr. Montgomery explains, in a most interesting manner, the philosophy and plans that have so long served as a foundation for the program under which Acacia Fieldmen work—a program that provides them with unparalleled opportunity for prosperity and happiness today and which guarantees them security and contentment in old age. Making possible the fulfillment of these ideals—which today, more than ever, represent the ambition of every man—has made Acacia's Agent's Contract the most attractive in the land.

*Small wonder that our Fieldmen have the highest average annual production of any company.*

Acacia's 76th Annual Report tells the story of the company that has always dared to pioneer—a story you will want to read. A post card request will bring it to you.

## ACACIA MUTUAL LIFE INSURANCE COMPANY

William Montgomery, President

Home Office: 51 Louisiana Avenue, Washington 1, D. C.

Branch Offices in 60 Principal Cities

## McCann Elected Detroit President

DETROIT—J. E. McCann, manager of Metropolitan's St. Clair district, was named president of the Detroit Life Underwriters Association by the new directors, succeeding L. L. Mackey, Home Life. He is the first industrial man ever to hold this post. He served as vice-president and chairman of the program committee last year.

A. W. Greenfield, Connecticut Mutual, becomes first vice-president; Frederick Smart, Equitable of Iowa, second vice-president; B. A. Schauer, Penn Mutual, secretary and W. H. McCoy, New England Mutual, reelected treasurer for a third term.

### Meeting Held on Boat

The annual meeting was held during a lake excursion on the steamer Put-In-Bay, with about 1,800 aboard, including members, their wives and families and office associates and friends. More than 300 service men, representing all branches of the armed forces, also were guests of the association.

Directors elected were: Mr. McCann, Mr. Greenfield, Mr. Smart, Mr. Schauer, general agent, Mr. McCoy, E. J. Dore,

Berkshire; G. E. Lackey, Massachusetts Mutual; W. M. Milligan, Manufacturers; A. P. Shugg, Union Central; R. E. Stringer, State Mutual; H. P. Trospen, New York Life; Jerome Kantor, National Life of Vermont; Harry Eastham, Travelers, and Mr. Mackey.

Mr. Shugg was chairman of the cruise committee.

## Regional Meetings All Expected to Be Very Fruitful in Results

The regional meetings inaugurated by the American Life Convention will start with a conference at Dallas the last week in June. From the executive office there will go Robert L. Hogg, general manager; Ralph H. Kastner, associate general counsel, and A. N. Guertin, actuary. These conferences are experimental. They are held at different central cities so there will not be any great demand on transportation.

The subjects discussed will be those of a practical nature of interest to officials. The executive officers will thus be brought in closer contact with company officials. They will be able to sound sentiment and ascertain what the needs and demands of the members are.

## Maclean Gives Detroit Address

DETROIT—The vital place of life insurance not only in furnishing protection but in maintaining the economic structure of the nation was emphasized by President Alexander T. Maclean of Massachusetts Mutual Life in addressing



A. T. Maclean



G. E. Lackey

a luncheon of 250 business executives given by General Agent G. E. Lackey at Detroit. The Massachusetts Mutual Detroit agency is celebrating its 90th anniversary this year.

Mr. Maclean discussed the huge investment of the companies in government bonds and said the business is also maintaining its industrial holdings. He cited numerous statistics in support of his statements, Massachusetts Mutual funds, he said, are invested in 53 different kinds of businesses, a diversity which suggests the importance of the life companies in helping to maintain the financial structure of American industry.

## John Hancock Ill. Election Ordered

WASHINGTON—The national labor relations board has directed that an election be held within 30 days among district agents of John Hancock Mutual in Illinois and having debits within that state to determine whether they desire to be represented by industrial insurance agents division, United Office & Professional Workers of America (C.I.O.); or by Industrial & Ordinary Insurance Agents Council (A. F. of L.), or by International Union of Life Insurance Agents, for purposes of collective bargaining, or by none of these organizations.

At the hearing in Chicago last April on petitions of U.O.P.W. and International Union, the A.F.L. union No. 23,351 moved to dismiss the first named petition on the ground that contracts between the company and A.F.L. covering John Hancock's Chicago and East St. Louis districts, should bar the proceeding. Also, the C.I.O. unit moved dismissal of the International's petition on the ground that a state-wide unit is the only appropriate one. The board examiner referred these motions to board members, who denied them.

### Claims of Two Unions

C.I.O. sought recognition as exclusive bargaining representative of all agents whose debits are wholly within Illinois. International sought like recognition as representing agents at Rockford, Ill. The company refused recognition in the C.I.O. case pending certification by the board. The company said it had no knowledge of the International's alleged representation.

N.L.R.B. finds the functions, working conditions, rates of pay, commissions, pensions, benefits, rules and regulations, instruction and supervision are uniform for all John Hancock agents throughout the United States.

It finds that in addition to the two A.F.L. contracts, the company has a contract with C.I.O. covering its employees in 20 states; has recently executed a contract with C.I.O. on a state-wide basis in Massachusetts following an election, and has a single contract with In-

ternational employees in two Milwaukee districts, which is in effect state-wide.

N.L.R.B. dismissed International's petition relative to the Rockford unit, but found no reason for deviating from its enunciated policy in favor of state-wide units of insurance agents, in preference to smaller scope units.

## Extend Time to July 31 for Filing for New Award

The closing date for filing completed applications with local life underwriters associations for the national quality award has been extended until July 31 by the joint committee of the National Association of Life Underwriters and Sales Research Bureau, which are sponsoring this new award for high persistency of business and standards of quality service.

McKinley H. Warren, Boston, and L. J. Doolin, Philadelphia, chairmen of the two committees, urge all agents to apply for the 1945 award without delay. Application blanks appeared in the May issue of "Life Association News" and additional copies may be obtained through home offices or by writing direct to the National association, 11 West 42nd street, New York 18, or to the bureau at 111 Broad street, Hartford 5, Conn.



★ R & R IS COMPLETING AN INTERESTING EDUCATIONAL PROGRAM FOR A MASSACHUSETTS COMPANY.

THE PROGRAM IS BUILT around a series of graduated residence schools, one to be conducted at the head office, the other in Chicago. The plan calls for two or possibly three good men, who are to take charge of the schools.

BECAUSE WE KNOW NO PLAN IS BETTER THAN ITS EXECUTION, we are interested in helping the company find the right men to take over. A SOUND BUT NOT NECESSARILY EXTENSIVE FIELD EXPERIENCE—C.I.U. helpful but not required—some adult teaching experience—but above all the willingness to live for two or three weeks with small groups of agents—a sympathetic understanding of their problems, a sincere desire to help them—and the leadership that wins respect and good will—these are prime essentials. The road should lead either to a general agency appointment or a staff home office post.

PLEASE DO NOT WRITE ME UNLESS IT IS WITH THE KNOWLEDGE AND CONSENT OF YOUR MANAGER OR YOUR AGENCY DEPT. HEAD. IT IS ONLY UPON AN OPEN AND ABOVE BOARD BASIS THAT I WILL SERVE AS A CONNECTING LINK BETWEEN YOU AND THE COMPANY. BUT IF THE OPPORTUNITY APPEALS AND YOU CAN CONSIDER IT WITHOUT DISTURBING YOUR PRESENT RELATIONSHIP, I WOULD BE GLAD TO HAVE YOU WRITE.



PAUL SPEICHER  
Managing Editor

THE INSURANCE  
RESEARCH & REVIEW SERVICE  
INDIANAPOLIS

## The COMMONWEALTH Commentary

### An ExtraORDINARY Week

Commonwealth's industrial department has just recorded a week of ordinary production (regular and MDO) that is extraordinary in every sense of the word.

While maintaining this normal increase in weekly premium business, the men of the industrial department dedicated the week of June 4 through 9 to the production of ordinary and the results were amazing: 1,914 applications for \$2,506,579 of ordinary business; that is 6 1/3 applications per debit with a per debit volume of \$8,292.

There are several reasons for this extraordinary record. Commonwealth men are not only capable and aggressive but they have the advantages of (1) excellent solicitation literature; (2) thorough and practical training; (3) organized sales talks, and (4) competent and progressive agency and home office managerial supervision.

Insurance in Force, May 31, 1945—\$251,561,612

**COMMONWEALTH**  
LIFE INSURANCE COMPANY

LOUISVILLE • MORTON BOYD, President

WHERE QUALITY MEN ARE BUILDING QUALITY VOLUME



## Erickson Trial Is Expected to End This Week

BISMARCK, N. D.—The impeachment trial of Oscar E. Erickson, suspended insurance commissioner, was expected to end this week. Erickson, several agents and others appeared before the state senate, which is conducting the trial, for the defense.

W. R. Koch, Bismarck agent, denied ever rebating to Erickson any commissions he received on insurance department business placed with him. L. M. Peet, Des Moines, also denied returning any commissions to Erickson.

Koch's testimony was in the form of a deposition read before the Senate, which is acting as the impeachment court. In the deposition he stated that Otto R. Vold, former manager of the fire and tornado division of the insurance department, asked Koch for a kickback of \$3,500, and Koch said that at the time he agreed to make it, but did not intend to do so and never made it. He agreed to do so because Vold had suffered a stroke and he, Koch, did not want to put any undue pressure on Vold.

Peet testified that Erickson does not own and never has owned any stock in Farmers Union Life of Des Moines, of which Peet is president. He denied ever rebating to Erickson or any other insurance department personnel. The prosecution had sought to show that part of the alleged kickbacks was in the form of stock purchased by Peet in the Des Moines company for the joint benefit of Erickson and Peet.

George Kelly, auditor for Ernst & Ernst, testified he found no record of stock in Erickson's name or in the name of Vold on the books of Farmers Union Life.

E. C. Wicklund of Eau Claire, Wis., loan agent of Northwestern Mutual Life, testified that a \$721 final payment on a farm in Wisconsin repurchased by Erickson from the company was received from L. M. Peet. Wicklund said he believed that the statement of the amount due on the farm purchase contract was sent to Peet at Erickson's request. The payment was in March, 1941.

C. J. Myers, who formerly managed the hail insurance division of the state insurance department, testified that he and Erickson bought a hail insurance policy in 1943 to protect the division's funds. He said that the fund in 1943 was low and that the risks carried by the department had increased greatly because of improved crop conditions. The hail fund, Myers said, had \$880,617 in bonds in 1943 while risks totaled \$11,623,714. Erickson is charged by the prosecution with purchasing a \$200,000 hail reinsurance policy with London Lloyds in 1943, paying an excessive amount for it and receiving kickbacks on the commissions paid in connection with it. Myers testified that after contacting a number of insurance companies in the United States unsuccessfully he contacted Peet and the latter opened negotiations with Lloyds.

Erickson himself took the stand in his own defense and testified that a large number of currency deposits made by him between 1938 and 1943 represented contributions to the Non-Partisan League and its official newspaper, "The Leader." He said the reason the contributions were paid to him personally was that a list of contributors previously had been published. This caused considerable embarrassment to some of the contributors and henceforth they made their contributions to him. Erickson's bank account was introduced as evidence by the prosecution.

Erickson denied receiving any kickbacks from Peet but said that he sought the latter's help in getting reinsurance with London Lloyds.

Ray Hodges, vice-president and superintendent of agencies of Ohio National Life, has been visiting Texas agencies of his company.

## U. S. Life Reopens Manila Office

Galen D. Litchfield, previously in charge of far eastern affairs for U. S. Life until his internment by the Japanese near Shanghai in 1942, and more recently director of the Latin-American division with headquarters at Bogota, Colombia, has been elected a vice-president. He has already left the west coast for the Philippines, where he will reestablish the office at Manila for the servicing of policyowners on death claims, loans and reinstatements, and for offering whatever other facilities that may be helpful to the inhabitants.

### Lived Long in Far East

Mr. Litchfield has had broad life insurance experience in the far east, where he lived for 25 years. Repatriated on the Gripsholm in 1943, he was the last U. S. Life representative to leave occupied China in an exchange of prisoners made after he had been incarcerated for seven months.

## Life of Virginia Common Stock Rises to \$100

Common stock of Life of Virginia passed the \$100 mark this week with one sale on the Richmond stock exchange at that price, followed soon by another at \$100.50.

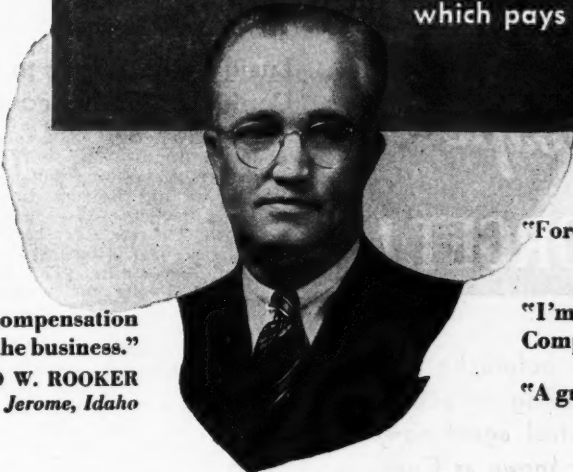
Three general agents of Bankers National Life are members of the Million Dollar Round Table: Harry J. Baker, Boston; George E. Parris, Philadelphia, and Albert A. Esterkin, Columbus, O.

## They're Enthusiastic!

... about the MUTUAL LIFETIME COMPENSATION PLAN

which pays ... "extra money

for doing a better job."



"Forecasts a new era in life insurance selling."

JOHN R. TAYLOR, New Bern, N. C.

"Best compensation plan in the business."

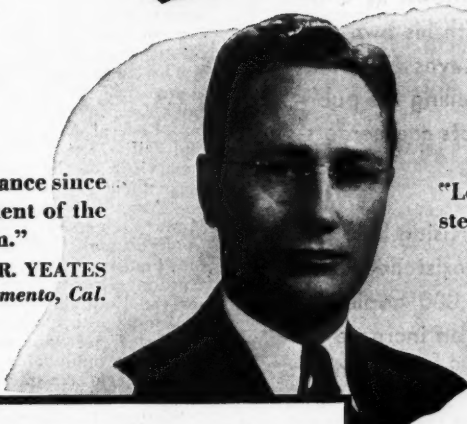
HAROLD W. ROOKER  
Jerome, Idaho

"I'm enthusiastic about the plan and the Company."

ED. F. WRIGHT, Montgomery, Ala.

"A great step forward for career underwriters."

ALFRED PUGNO, Fremont, Mich.

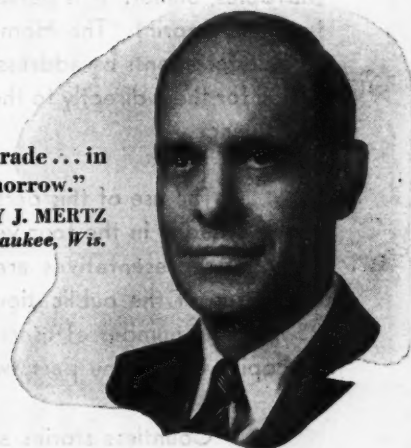


"Greatest advance since the development of the agency system."

LLOYD R. YEATES  
Sacramento, Cal.

"Leads the parade ... in step with tomorrow."

RAY J. MERTZ  
Milwaukee, Wis.



### Here's the High-Spot Story of the Mutual Lifetime Compensation Plan

- Developed to encourage field underwriting as a professional career.
- Stabilizes income, thus minimizing the effect of fluctuating volume
- Pays steadily increasing income on a level volume of business.
- Pays the career underwriter substantially larger commissions than ordinary contracts.

- Provides three new sources of income: Extra compensation for service to old policyholders; Extra compensation for quality of business; Generous retirement income.

That's why 90% of our men who write \$100,000 and more yearly have voluntarily chosen the Mutual Lifetime Compensation Plan.

Our 2nd Century of Service

## THE MUTUAL LIFE

INSURANCE COMPANY OF NEW YORK

"First in America"



Lewis W. Douglas, President

34 NASSAU STREET

NEW YORK 5, N.Y.



*...So that the prospect  
MAY NOT FORGET!*

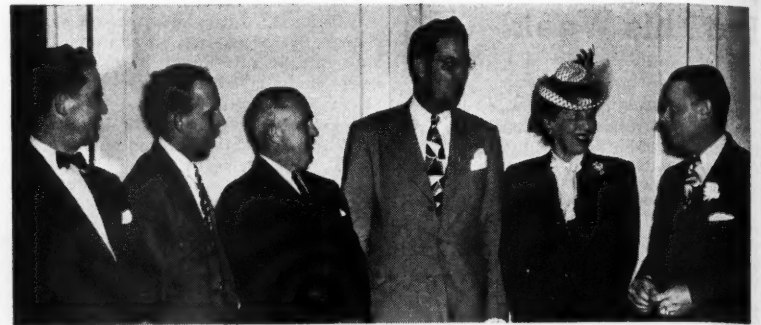
To keep the agent's name before his deferred prospects while he is busy calling on active prospects, many a Connecticut Mutual agent now uses that little four page newspaper known as ConMuTopics, Junior. It is personalized with his own picture and imprint. The Home Office saves time and trouble for agents by addressing and mailing the publication for them directly to their prospects and centers-of-influence.

The use of this personal advertising help has grown steadily in the four years of its existence. Today 220 representatives are using 60,000 copies of each issue of the publication. This is an increase of 25% in the number of users and 66% in the number of copies during the past two years.

Countless stories about ConMuTopics, Junior, have been received from agents. While it is used primarily to keep the agent's name before his prospects, one of the most delightful incidental benefits is that not infrequently, ConMuTopics, Junior, actually results in the prospect's reaching for his phone and telling his agent that he is now ready to buy some more life insurance. In one agency, for example, at least \$100,000 of "easy" business came about this way.

*The*  
**CONNECTICUT MUTUAL LIFE**  
INSURANCE COMPANY • HARTFORD

## New Dallas Association Officers



Taking office July 1 will be these new leaders of the Dallas Association of Life Underwriters. Left to right: Stanley E. Martin, State Mutual Life, state committeeman; R. P. Baxter, Rio Grande National Life, vice-president;

J. Howard Ardrey, Indianapolis Life, treasurer; James D. Edgecomb, John Hancock Mutual, new president; Miss Cora Dulaney, Great National Life, re-elected secretary, and John P. Costello, Southwestern, national committeeman.

## Lustgarten Agency to Hold Conference in Wisconsin

A five-day agency conference will be conducted June 15-20 by the Samuel Lustgarten agency of Equitable Life in Chicago at Big Boulder Lodge, near Boulder Junction, Wis. The agency there will celebrate a record of \$1,300,000 increase in paid business volume in the first five months. This mark was established despite the withdrawal of Louis Behr to become an Equitable general agent.

Manage Lustgarten will be host and there will be several session chairmen. The first business session June 16, with Harry Steiner, millionaire producer in the chair, will hear talks by George Baldwin, agency group supervisor, on "Group Insurance"; Carl E. Harris, associate manager, on "Wills, Estates and Income," and Benjamin I. Morris, agent, on "Business Insurance."

The next day Charles E. Wilson, agent, will preside and there will be talks by Raymond B. Anthony, agent, on "Federal Estate, Illinois Inheritance and Gift Taxes"; Thomas A. Sumner, supervisor of the assured home owners department in the home office, and Roscoe W. Shuman, agent, on "Assured Home Ownership Plan," and Edwin D. Wolfner and Isadore S. Stein, agents, on "Pension Trusts." Messrs. Stein and Anthony already have qualified this year for the Equitable's Million Dollar Club.

Monday the chairman will be Milton A. Feuer, assistant manager, and there will be a round table talk discussion on the subjects considered in the conference.

Walter L. Gottschall, director of agencies, Chicago, will speak at the banquet, at which Manager Lustgarten will be toastmaster and a testimonial and gift will be presented to Mr. Behr. Mr. Lustgarten will give a resume of the meetings and award prizes in the recreational events. A \$10 prize is offered for the heaviest muskie caught, \$5 for the longest one, \$5 for the heaviest big mouth bass and \$3 for the second largest bass.

Ralph Grossberg, assistant manager, and Messrs. Harris and Feuer are handling arrangements.

## Jones Gets Lyter Award

Melzar C. Jones, brokerage manager of the Phinehas Prouty, Jr., agency of Connecticut Mutual Life in Los Angeles, has received the Frederick O. Lyter award of that company for the most outstanding organization job for the year ending April 30.

## Maibach Makes Great Record

William L. Maibach of Peoria, Ill., was the leading first year agent for Connecticut Mutual in both paid volume and paid cases for the club year which ended April 30. He also qualified for the Half Million Dollar Corps with 187 paid cases to his credit.

## Ill. Legislature Moves Into Its Final Stages

SPRINGFIELD, ILL.—By this weekend it is customary for Illinois legislature to strike all bills that are left in committee. Hence, any measures that have not received committee approval by then are as good as dead.

The department-sponsored bill to remove the restriction limiting to 10% the amount of any one bond issue that any insurer may take, and authorizing insurers to invest in G.I. loans, has passed the senate and received a pass recommendation from the house insurance committee.

The group life bill that was introduced by W. Russell Arrington, vice-president of Combined Mutual Casualty, has been amended so as to authorize the writing of group insurance for associations of employers with a trustee as the contracting party. The association must have been in existence at least five years and have been formed for some other purpose than to secure insurance. Seventy-five percent of the employees of each employer participating in the insurance are required, and 50% of the employers that belong to the association must participate. There must be a minimum of 250 employees insured. If there are 600 or more insured employees then only 25% of the employers would be required to participate. There seems to be no objection to these amendments and they are given a fair chance of passage.

## Association Group Bill in Ohio Reported Favorably

COLUMBUS—The insurance committee of the Ohio senate, following a spirited debate, recommended for passage the bill extending group insurance to employees of members of trade associations. Proponents of the measure said they merely wished to widen the benefits of group insurance. Opponents, representing the Ohio Association of Life Underwriters, said there are many defects in the bill and urged that no action be taken at this time, so that more time may be given to a study of the measure. It was reported that 19 local associations replied to a poll on the bill and that 18 of these favored no action at this time.

## A. L. Smith Birmingham Head

BIRMINGHAM—The Managers & General Agents have elected these officers: Albert Lee Smith, Jefferson Standard, president; A. R. Worley, Prudential, vice-president, and Curtis B. Hasty, Liberty National Life, secretary.

Lt. Raymond E. Moffat of the G. Archie Helland agency of Connecticut Mutual Life in San Antonio, who was reported missing in action, later was found to be a prisoner of war in Germany and has now been liberated.

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## Mutual Benefit Agency Heads Form Body; Gaither Head

A new General Agents' Association has been formed in Mutual Benefit Life with William H. Gaither, Charlotte, N. C., as president. The purpose is to cooperate with the home executives. It is recognized that any action taken by the association relating to the business of the company shall be only suggestive in character.

Vice-president is Frederick E. Winkler, Cleveland; secretary, C. Carroll Otto, Detroit; directors: Paul W. Cook, Chicago; William E. Johnson, Jr., Boston; Raleigh H. Stotz, Grand Rapids; John Brown, Louisville; Louis D. Day, Newark; Lester Einstein, New York; Robert L. Foreman, Jr., Atlanta; Frank C. Hughes, Milwaukee; H. Bruce Palmer, Flint, Mich.; W. Thomas Thach, Oklahoma City.

The elections were held by mail. Plans are under way for a meeting of the officers and directors to be held in the near future due to the difficulty of holding a meeting of all of the members at this time.

## UOPWA Scoffs at Lewis' White Collar Program

NEW YORK—Reported intentions of John L. Lewis to organize the white collar workers do not impress the heads of the United Office & Professional Workers, the C.I.O. union which is already in this field. They say that Lewis' methods and aims are so foreign to those of the office workers that his attempts will fail as did his efforts to organize the dairymen, though he spent a reputed \$2.5 million.

White collar workers would have no use for Lewis' disregard of considerations of national interest and his heavy-handed "down with the bosses" technique, according to Leon W. Berney, vice-president of UOPWA.

The UOPWA, Mr. Berney says, endeavors to help white collar workers by promoting greater efficiency, in this way making possible higher pay for its members and greater profits for the employer. UOPWA has about 25,000 dues-paying members among insurance employees. This is its largest enrollment in any industry.

## Answer as to Fraizer's Plans Given at St. Paul

Universal regret was expressed by those attending the National Association of Insurance Commissioners convention at St. Paul that Cecil C. Fraizer is going out of office this week as insurance director of Nebraska. He has won the admiration of his fellow commissioners and of the industry people because of his leadership qualities, his judicial traits, and his engaging friendly personality. There is no question but that he would have been the selection for chairman of the executive committee at St. Paul had he chosen to remain in office. That fact is no reflection upon Seth Thompson of Oregon who was elected, because it simply happened that Mr. Fraizer would have been the man of the hour.

Mr. Fraizer was in a somewhat embarrassing position at St. Paul because everyone was interested in his future plans. Everyone there assumed that Mr. Fraizer had some definite commitment that he was not in a position to disclose at this time, and it got to be quite a game to try to discover what that commitment was. Several guesses were made and rumors were circulating that he was going to go with this or that company, or this or that organization, but these were all knocked on the head and finally all hands became convinced that Mr. Fraizer was speaking without any

reservations when he said that he has no definite plans.

Political writers in Nebraska had speculated that Mr. Fraizer might have gubernatorial aspirations on the theory that Governor Griswold may enter the race for U. S. Senator, but Mr. Fraizer convinced his friends at St. Paul that he doesn't cherish political ambitions. Mr. Fraizer resigned as insurance director feeling that he had completed a cycle of public service and that he had made sufficient financial sacrifice. The position pays but \$4,000 a year. Having

made that decision, he acted promptly without making any attempt to establish a new connection in private life or without letting word get about that he was willing.

## Mrs. Fraizer Popular

Mr. Fraizer was accompanied to St. Paul by Mrs. Fraizer, who has become a gracious part of the commissioners' meetings, and she, too, must have been embarrassed by the many questions that were asked about the Fraizers' future plans.

## Carter Joins Minnesota Mutual Cincinnati Agency

George B. Carter has been appointed manager of the life department of the George R. Hammerlein agency, Cincinnati general agency for Minnesota Mutual Life. He recently received an honorable discharge from the coast guard following 2½ years in the pilot detail, ferrying LST's from Louisville to Memphis. Previous to enlisting he had been with Northwestern Mutual and Equitable Society for a total of 20 years.

## The Home of HUMAN SECURITY

PROVIDENT  
LIFE AND ACCIDENT INSURANCE COMPANY  
HOME OFFICE: CHATTANOOGA

*offers*

## COMPLETE PROTECTION

*in an all-embracing  
Single Plan!*

- LIFE
- ACCIDENT
- SICKNESS
- HOSPITAL-SURGICAL

# INSURANCE

PROVIDENT  
LIFE AND ACCIDENT  
INSURANCE COMPANY  
*Since 1887*

Chattanooga, Tennessee

*Life : Accident : Sickness : Group : Hospital*

## Screening of Prospects Big Factor in Cline's Success

**L**ARGE profits for brokers are possible if they will only study the life insurance business so they can see needs for coverage and talk intelligently about them, it is demonstrated by the unusual experience of William T. Cline, member of the firm of Conkling, Price & Webb, Insurance Exchange, Chicago. He is one of the country's outstanding producers of credit insurance and a real authority on this line.



W. T. Cline

He does a very large personal general insurance business in all lines including marine, casualty, automobile, bonds, etc., as well as life, and devotes much time to the administrative and production duties in the agency. It is a good time to capitalize outstandingly in life insurance production on prospects secured through personal and office accounts, he believes.

### "Millionaire" Life Producer

Mr. Cline this year is a qualifying member of the Million Dollar Round Table of the National Association of Life Underwriters and also is a life member of the Round Table. Such qualification requires a million dollars of net paid for business calculated according to strict standard of the Round Table.

He believes most brokers see far too many prospects. This is contrary to the general belief that brokers as a class after reaching a certain level of produc-

tion with a satisfactory number of clients on their books settle down largely to service their business and make as few calls as necessary. With \$4,249,577 of ordinary life insurance paid for since he started writing life insurance through the Houze agency of John Hancock Mutual in July, 1939, he has written only 739 lives. Thus his average amount per life has been \$5,750 and his average annual production about \$708,000.

He feels that two or three good calls a day are sufficient to be successful. What he terms a call is actually an interview for which he has gone completely prepared. He has studied the prospect even though he may never have talked to him. He has learned as much useful information about the man as is procurable, has analyzed his needs and prepared a tentative program in advance. In addition Mr. Cline has some sort of introduction to the man if he is a stranger.

### Entree Highly Important

He feels it is essential in the business to go into the interview with a good entree and strong prestige. In the case of his own personal business he already knows and is trusted by the prospect. He has probably all the information that he needs about the man's business and personal affairs to prescribe life insurance. The placing of a life policy is merely a further extension of his general business. Mr. Cline feels he should give all his clients a complete insurance service, including life insurance; that so far as his personal business is concerned he is operating as a broker and representing his assured.

Much of the life business is business insurance or pension trust. He is not a technical expert in all the calculations

of the pension trust life insurance plan but Conkling, Price & Webb brokers all its life business through the general agency of William M. Houze which does a great deal of pension trust business and has the specialists that are necessary for this purpose.

### Opportunity for Anyone

Mr. Cline is especially well fitted to be an insurance salesman, but he feels that what he has done could be accomplished by almost any broker if he is willing to study the business intensively and make many sacrifices of his own personal convenience and pleasure. Mr. Cline took the insurance course in the Wharton School of Finance & Commerce at the University of Pennsylvania, which was founded and is directed by Prof. S. S. Huebner, famous American insurance educator, and there he learned the fundamentals of life insurance.

He is a member of the Illinois bar, having found the study of law, which includes trusts, agency, contracts, partnership, etc., especially valuable for one who sells life insurance.

### Effective Technique Is Vital

A technique of selling life insurance is needed just as an artist, doctor or lawyer must develop a successful technique. Knowledge of the insurance business is not enough; application of the knowledge is vital. If the knowledge is absent then at least a knowledge of where to get help is essential. A doctor would not hesitate to go to another doctor for help in a difficult case. But too many insurance salesmen pose as knowing all the answers which no insurance man can possibly have. No leader in the insurance field would hesitate to give another, even a competing broker, advice; in fact, he would be flattered to have his opinion asked.

A sharp distinction is made by Mr. Cline between personal business and general agency business. He acts as

trustee and adviser when a broker calls him in; no matter what the subsequent relations are between the broker and his client, Mr. Cline will never compromise his standing in the business by soliciting or accepting insurance business of any description. This accounts for his trusted position of being a consultant to insurance brokers or a "broker's broker," which he occupies with some of the most competitive firms in this area.

### Business Education Helps

It is not necessary for a broker to become a C.L.U. (Chartered Life Underwriter), according to Mr. Cline, but he should know something about business and economics in order to be able to give practical advice to his clients on arranging their affairs, and he should, of course, know how the various types of life policies operate and what are their particular merits and the needs which they best fill.

He may have demonstrated in his own case that his time is most profitably spent in selling life insurance, and that if he should devote more or all of his time to that field he could greatly increase his life insurance commission. However, he feels that not only is he bound to give his clients an all-inclusive insurance service, but that this reacts in his favor as he secures his life insurance prospects from the general insurance business that he conducts. The two supplement each other, for it is just as true that life insurance cases which he sells that have not come from the general business may bring him other lines of insurance.

Mr. Cline entered the general insurance business through the credit insurance line. He is a member of the agency firm of Schroyer & Cline, 340 North Michigan avenue, his partner being C. H. Schroyer. After the death of George Webb, Mr. Cline entered the firm of Conkling, Price & Webb as a general partner.

In addition to the large volume of

## REMINDER OF A RESPONSIBILITY

This Great-West Life poster, carrying an appealing picture of a mother and child, is appearing in every major city in the United States and Canada in which The Great-West Life operates. By constantly reminding every man of his obligation to provide for his family's future welfare, it backs up the work of Company representatives.

*The* **GREAT-WEST LIFE ASSURANCE COMPANY**

HEAD OFFICE — WINNIPEG, CANADA

BUSINESS IN FORCE - OVER \$870,000,000

**LIFE INSURANCE • ACCIDENT & HEALTH • GROUP INSURANCE**



ordinary life insurance, Mr. Cline also has placed annuities on 172 lives, which have a commuted value equivalent to \$1,681,719 of ordinary; and has sold four group life cases totaling \$2,176,303 of insurance.

His detailed record is: July, 1939, to July, 1940, ordinary—20 lives for \$120,000, average \$6,000; July, 1940, to July, 1941, ordinary—73 lives for \$392,000, average \$5,370; annuities—one for \$2,000; July, 1941, to July, 1942, ordinary—121 lives for \$1,068,800, average \$8,833; annuities—two for \$42,855, average \$21,427; group—two cases for \$468,627, average \$234,313; July, 1942, to July, 1943, ordinary—220 lives for \$1,389,800, average \$6,317; annuities—45 for \$476,944, average \$10,598; no group; July, 1943, to July, 1944, ordinary—143 lives for \$688,010, average \$4,811; annuities—65 cases for \$683,885, average \$10,521; group—one case for \$1,507,236; July, 1944, to May 22, 1945, ordinary—162 lives for \$590,947, average \$3,648; annuities—59 cases for \$476,065, average \$8,069; group—one case for \$200,440. He has placed a large amount of surplus business volume in other life companies.

### Wood Agency of Chicago Leads Lincoln National

The Freeman J. Wood general agency of Lincoln National Life in Chicago led all that company's agencies in May paid for new business. The record is outstanding, for Lincoln National had a \$50,000,000 month which broke all records in its history.

In addition the Wood agency has been on the honor roll of the 10 leading agencies every month this year.

The state of Illinois was first in May among all the states in volume of new paid business.

Lincoln National in 1942 initiated the policy of canceling its agents convention on account of the war emergency and to curtail travel. Instead the company offered war bonds to qualifying agents in amount equivalent to the estimated cost of their convention attendance. This was decided upon as being a direct aid to the war financing program. Including 1945 this plan has resulted in purchase and distribution of E bonds having maturity value of over \$180,000.

Each member of the President's Club receives bonds with maturity value of \$600; Emancipator Club \$300; Circuit Rider Club \$150.

Members of the Wood agency received a total of \$1,950 in bond maturity value in May, of which \$1,650 came from the company and \$250 in special awards offered by Mr. Wood.

### E. D. McKim in New Post

Edward D. McKim, on leave of absence as vice-president of Mutual Benefit Health & Accident, has been transferred from his position as chief administrative assistant to President Truman to the post of deputy to Federal Loan Administrator Snyder.

The daily newspapers linked the transfer to the controversy that developed when Mr. McKim sent a telegram to the Democratic candidate for Congress in Montana, saying he was informed that a veterans hospital would be built in eastern Montana. The Republican opponent won and Rep. Halleck of Indiana in the House charged that the McKim telegram was an administration attempt to swing a Montana election by "cheap political trickery."

### Would Expand Investment Field

WASHINGTON—A bill has been introduced by Rep. Randolph, chairman House committee on District of Columbia, to authorize any life company in the district to the extent of not exceeding 5% of its assets, to put its funds in loans or investments not qualifying or permitted under its charter, under the D. C. life act, or under any other law.

Randolph said he introduced the bill, H. R. 3375, at the request of Acacia Mutual Life President William Montgomer-

ery, who wrote him about the reasons for and philosophy behind the measure.

Randolph has referred the bill and letter to the District of Columbia subcommittee on insurance, headed by Feighan, Ohio, requesting that body to consider and hold a hearing on the bill. Randolph suggested June 24 would be acceptable for that purpose.

Besides Acacia, it is stated other domestic life companies here are backing the bill, said to be identical with a law

recently passed by the Connecticut legislature and a similar measure pending in Wisconsin. The bill would permit companies to make certain loans to veterans under the "G. I. bill." It would also permit investment in real estate, community housing construction and property rental operations. Separate bills to authorize such life insurance loans have previously been introduced.

Orlyn N. Robertson, district manager

at Santa Ana, Cal., for Mutual Life, has qualified for the Million Dollar Round Table. Mr. Robertson led the entire Mutual Life field force in volume in April. He joined the organization in 1932.

Reports from Great Britain, France and Italy indicate that life insurance has increased in those countries during the war in spite of the sharp dislocations.

# Some men will never want to go in business for themselves



Perhaps we should have said *most* men.

There is nothing wrong with this. Business organizations, large and small, need able men, and will pay for them. Many a man finds a fine and satisfactory career on another man's payroll.

But some men are so sure of their ability to make their brains pay them a direct profit—so impatient of the delays and compromises involved in working for somebody else—that they cannot rest until they are managing their own business.

They save and scrimp to get the capital they need, and away they go.

America needs these men. They are the yeast in the national bread.

It happens that they make good life insurance agents. It happens also that life insurance selling, which requires minimum capital, but a maximum of those important personal qualities, is a fertile field for these men—for these *invaluable* men of independent spirit.

This company has built its sales and service organization of men who possess that spirit. It makes available to them a wealth of practical experience in meeting and solving the problems peculiar to the man in business for himself—problems of capital, know-how and market. It does everything in its power to help them succeed *in their own right* as independent small business men—in a country which after the war will need independent small business men in larger numbers than ever before.

## NORTHWESTERN *National* LIFE

INSURANCE

COMPANY

O. J. Arnold, President

Minneapolis 4, Minn.



(This is a reproduction of NWNL's current national magazine advertisement)

## Agents Returned from Service Are Doing Well

Agents who have been discharged from the service have been getting back into the swing of things very quickly, according to statistics compiled by Connecticut Mutual. Since February, 1944, three home office refresher schools have been held by the company with nine men attending. Two of this group have been devoting most of their time to supervisory and organization work rather than personal production. The remaining seven men have been in the field a total of 54 months and have produced at the rate of \$244,824 per man per year.

Their success in getting into production quickly, according to Edward C. Andersen, assistant superintendent of agencies, is due to the appreciation which the men have for the opportunities on the home front following their experiences in the service; better work habits developed from training while in

the service; and the company's refresher course with its supplementary help. The greatest handicap which the men have had to overcome and which they did very successfully is a lack of prospects. Most of the men had to start practically from scratch.

### Five from Stamm Agency Qualify

Dr. Charles Albright, Warren E. Clark, William C. Hewitt, Herbert J. Schwahn and T. Westley Tuttle of the Victor M. Stamm agency in Milwaukee of Northwestern Mutual Life have qualified for the Million Dollar Round Table.

### Tax on Proceeds Killed

The bill of Tax Commissioner Long which would tax the proceeds of life, annuity and accident insurance policies received by beneficiaries, has been killed in the Massachusetts house.

**Volunteer State Life**—Reports an increase of 61% in written business in May and a paid business gain of 31%.

## POST WAR PLANS . . . ... and the Life Insurance Salesman

Reconversion will probably bring numerous problems as yet unthought of. But of this you can be certain. Life Insurance will remain an important factor in the economic stability of the American family, and you Life Insurance Salesmen will play a vital role in the individual's plans for a fuller realization of "freedom from want".

Pent up spending power will likely be directed toward the acquisition of the commodities of daily living . . . homes, cars, refrigerators, furniture and the multitude of other items which are part of the American standard of living.

In this maelstrom of "denied human desires being fulfilled" you will be confronted with the problem of convincing the American buyer that he must . . . if he hopes to continue enjoying "freedom from want" . . . invest in this protection of the future, just as he is in the comforts of daily living.

We of the Great Southern have every confidence that the Life Insurance Salesman will, as usual, measure up to the task of making the effectiveness of life insurance felt most broadly. Surely, those associated with the Great Southern will have every home office support and cooperation which thirty-five years of service can contribute to their efforts.

## GREAT SOUTHERN LIFE INSURANCE COMPANY

L. S. ADAMS, PRESIDENT

HOME OFFICE

HOUSTON, TEXAS

## 1945 Edition of Time Saver Is Now Available

Policies for miners, teachers, nurses, farmers, air pilots, executives, business and professional women, hospitalization contracts for individuals and for families with hundreds of other commercial accident and health contracts are accurately described in the new 1945 Time Saver which has just come from the press. This annually published red book of the disability insurance business describes more than 1,000 policies. The book does not limit the number of policies shown for each company to so-called leading contracts. It shows all the disability policies of a company. The contracts for each company are grouped together. Endorsements and riders are explained. Rates for all ages men and women and all classifications are stated. Limitations or exclusions of each policy appear in full.

The Time Saver is issued annually. While most of the book is devoted to contract explanations other section contain useful information for agents.

The financial statement section gives premiums, losses, asset figures of practically all the companies.

For the first time in the Time Saver premiums earned and losses and adjustments incurred are given instead of premiums written and losses paid as formerly. The new figures show a larger ratio for losses to premiums than before. Also in the financial statement part of the Time Saver a more complete showing of group accident and health premiums and losses has been included. The table of non-cancellable (guaranteed renewable) premiums and losses is brought up to date. The income, expenses and assets for Blue Cross hospital plans in effect throughout the country appears.

A chart at the end of the 1945 Time Saver shows money earned at various ages for life expectancy at given salaries. Other helpful sales pages have also been added to this part of the book.

The 1,000 page 1945 Time Saver is bound in limp binding and priced at \$4 per copy. The book is published by the National Underwriter.

### Curtailed Pa. State Meeting

The Pennsylvania State Association of Life Underwriters annual meeting at Harrisburg, June 15 has been streamlined so as to limit attendance to less than 50. Each of the 30 local associations in Pennsylvania will be represented when President R. Maxwell Stevenson, Berkshire Life, Pittsburgh calls the meeting to order. Starting with an executive committee meeting in the morning, the schedule calls further for a delegate body meeting in the afternoon and the dinner in the evening. At the afternoon session, reports will

be given by the various committee chairmen, by former Executive Secretary Paul S. Miller now with Equitable Society at Harrisburg, by the new executive secretary, Lawrence W. Jackson, former field director overseas with American Red Cross, and the report of the president, R. Maxwell Stevenson. In the evening, Herbert L. Smith, Northwestern Mutual, Harrisburg, will serve as toastmaster, and guests of honor will include Governor Martin of Pennsylvania, Commissioner Neel, and State Senator George N. Wade, who is also general agent for the Ohio National at Harrisburg.

### Reports on Year at Chicago

Much activity in the Chicago C. L. U. Chapter was reported by President Harry R. Schultz at the annual meeting. He noted especially the educational program brought 50 registrants in the first semester of the review course in section B, 22 in the second semester of section A, and 19 for section C. Professor Howard Berolzheimer of Northwestern University conducted the classes in all except section B, government, which was handled by Professor Posey of N. U. Fifteen were registered for section B in the cram session just before the June examinations and 13 for section D. Approximately 50 took the exams at Chicago in all sections exclusive of classes operated independently by Metropolitan Life.

Mr. Schultz especially noted the special gift of \$1,550 subscribed to the American Society public relations program by Chicago members; the achievement of securing what appears to be first approval in the U. S. of the C. L. U. review course under the G. I. bill for use by returning service men, and the unusual success of the "Economic Conference" held in November with noted speakers. This type of program probably will be at least an annual feature at Chicago.

### Connecticut Mutual Winners

Connecticut Mutual has announced its leading agents in the maintenance of insurance in force. R. Howard Mate of Lansing, Mich., led and won the H. H. Steiner award. Mr. Mate had \$900,000 of first and second year business exposed and none of it lapsed. Roland Lockwood, Portland, Ore., received the award for the west coast leader in conservation of business.

The President's Club this year had the largest membership in its 11 years' existence, 104. Last years' record was 83. Twenty-one men in this year's group, with \$9 million of new business exposed, had no lapses whatsoever. Membership calls for a lapse ratio of not more than 5% on first and second year business, and production of at least \$150,000 last year.

The Little Gem gives the facts on some 170 companies. \$2.50 singly from National Underwriter.

The BRIGHT SPOT of OPPORTUNITY  
for a High Grade Man  
RIGHT NOW is...

TOLEDO  
(Ohio)

Address the Agency Department

AMERICAN UNITED LIFE INSURANCE COMPANY

A MUTUAL COMPANY

Established 1877

Indianapolis



## Truman Job Cover Proposal and House Study May Hold Up Wagner Bill

WASHINGTON — Consideration of the Wagner-Murray-Dingell social security bill may be delayed by President Truman's recommendation for emergency unemployment compensation benefits and the House ways and means committee study of social security problems recently begun.

In his message the President said that "Congress will soon deal with the broader question of extending, expanding and improving our social security program, of which unemployment insurance is a part. Although such improvement is fundamental," he said, "congressional deliberations on the broad issues will take time."

Rep. Dingell, co-sponsor of the over-all bill, hopes for ways and means hearings on the measure in the fall, saying there are strong demands for such hearings. His bill, he says, has been taken up with President Truman, but he would not say the administration favors it.

Senator George, finance committee chairman, says that body will not do anything with the bill until after the house acts on it.

### Expect Several Proposals

Congressional supporters of expanded social security believe the President may send to Congress two or more messages of proposals treating specific phases of the program separately.

Senator Wagner, co-sponsor of the bill, says he will work for the Truman proposal regarding "unemployment insurance" federal benefits. Senator Taft, Republican leader, says: "We have a social security system, and my inclination is to see how it works. I prefer to leave the matter to the states, but I do not want to close the door right away." He thinks some states on their own initiative will increase their unemployment benefit payments.

In discussing his unemployment compensation proposal, President Truman said he had not seen the new Wagner-Murray-Dingell bill. However, he added, he had favored the principal provisions of their old bill, describing himself as one of the senatorial authors of that measure.

Opponents of the new over-all bill point out that the President, in his recent message to Congress, refrained from a blanket endorsement of the measure. They interpret the President as saying in substance that full development of a comprehensive social security program is a long-range proposition which Congress could not be expected to do in a hurry, but that a broadening of the coverage of unemployment compensation and an increase in amounts payable are urgent.

While the U. S. Chamber of Commerce, in a bulletin, points out that the new bill goes far beyond policies approved by its membership, "The proposed concentration of authority in

Washington will be questioned widely," it states.

The chamber reaches the conclusion that "there is no indication sponsors of new legislation will seek action immediately. As for long-range prospects it may develop that some moderate expansion of the existing social security program will become law eventually, but enactment of the new bill appears unlikely."

The chamber says President Truman's recent message recommending unemployment compensation legislation in "tone seems to indicate that White House attitude toward increased government direction of social legislation is unchanged."

The chamber calls attention that no estimate has been made in connection with the Wagner-Murray-Dingell bill as to its total cost.

## Businesses Now Recruiting for Postwar Manpower

Most promising sources of postwar jobs are the automobile, petroleum, electrical, plastic, food, rubber, and farm equipment industries, which are already aggressively recruiting personnel for postwar activities, according to a survey among placement officials of 116 universities and colleges by Northwestern National Life.

Other business fields actively planning and recruiting for the postwar period are insurance, advertising, retailing, air transportation, refrigeration, and chemical firms.

Heavy demand for statisticians and market analysis workers, and for engineering graduates to do industrial research, is found by the survey, with three to ten job offers per available graduate.

The fields of radio and electronics and the manufacture of electrical household equipment are especially active in planning and recruiting personnel for postwar activity; Diesel engine manufacturers, railroad supply industries, and many retail concerns are anticipating heavy postwar business. Colleges in the south find the petroleum industry is the most active field in planning and recruiting for the future.

### Am. Mutual Breaks All Records

American Mutual Life, in a "Mountain Month" campaign in honor of President E. S. Mountain, wrote more new business during May than for any previous month in history. New all time records were met for both business received and business paid for. Paid volume for the month showed a 54% gain over May, 1944.

This was the fifth consecutive month this year to show a gain over the same month last year. Total business paid for during the first five months of 1945 shows a 38% increase over the same period a year ago.

### Medical Director Since 1921

Dr. Mountain has served American Mutual Life as medical director since 1921. He was elected to the board of directors in 1932 and was named president in 1941. This year's campaign was the fourth annually to honor his birth month.

Leading the field force in new paid business during the month, as well as for the year to date, is C. L. Johnson of Oklahoma City. M. J. Law, Chicago general agent, was second for the month.

### Childs Honors Producers

DENVER — C. E. Childs, general agent Minnesota Mutual here, introduced three new agents who have already established themselves as successful producers, at a dinner for his agents and their wives. The three new men are W. J. Flanagan, formerly all-conference end at University of Denver; W. J. Meredith, recently discharged from the army, and L. A. Miller, who is still a student at the university. The Childs agency has made an outstanding record for the first five months of 1945.

# WE'RE GLAD TO HAVE THE EXAMINERS WITH US . .

Examiners of the states of Tennessee, Ohio, Illinois, Louisiana and Texas have recently begun the regular triennial examination of our Company.

We welcome them here . . . not only because we are proud of our progress and our soundness and of the records which reflect these things . . . but also because we believe in State supervision.



*The*  
**NATIONAL LIFE  
AND ACCIDENT  
Insurance Company, Inc.**



## ATTENTION Agents

**Yes—We do write the  
10 Year Endowment**

**Yes—We do write single  
premium endowments**

**Yes—We do solicit  
your business**

**Beneficial**  
STANDARD LIFE INSURANCE COMPANY

**724 South Spring Street  
Los Angeles 14, California**

## EDITORIAL COMMENT

### Recovery of Proceeds Overpayments

If anyone except a life insurance company should pay you say, \$10,000 when only \$1,000 was due you there would be no question of the payer's legal right to get back the overpayment. If you refused to surrender the excess a suit to establish the facts would be all that was necessary. There would be no obligation to show that you had obtained the money fraudulently.

It may be surprising to realize that this general rule does not apply to overpayments of proceeds by life companies unless fraud can be shown on the part of the insured or the beneficiary. This sanctity of life insurance proceeds, once they have been paid over, was shown in the recent decision of the New York court of appeals in the case of New York Life vs. Veit.

There was no question that the insured had understated her age by 16 years in applying for a \$25,000 policy, thereby putting her beneficiary in a position to collect almost \$10,000 more than if she had stated her age correctly. Yet if New York Life had not been able to convince the jury that the understatement of age was done with fraudulent intent, the company could have whistled for its \$10,000.

This is in line with the law and court decisions generally, despite the fact that had New York Life known of the age discrepancy only a few days earlier than it did it could have disbursed the adjusted payment in accordance with the misstatement of age provision in the policy and there would have been no valid basis for contesting its action.

### Usable Products of War's Laboratory

Though less spectacular than jet propulsion, synthetic rubber or penicillin, wartime progress in large-scale education and training of personnel may well find wide application in insurance company operations. Just as aviation has been advanced many years by the war so have education and training methods been accelerated in their progress to an extent hardly credible to one who has not followed it.

Naturally, not all of these new methods are applicable to home office or field use. In fact, there is almost as much danger in over-enthusiastic adoption of army or navy procedures as there is in failing to adapt and make use of the principles and procedures that can be used to advantage. Without real study it is of course impossible to say which of the military procedures can be adapted successfully to insurance

use. But the army and navy training programs are in a sense tremendous laboratories. The best experts obtainable were plucked out of civilian life and told to go ahead and produce the vitally needed results in the shortest space of time and not worry about how much money it would cost. It would indeed be surprising if out of all this concentrated study and effort there did not emerge some valuable advances that might otherwise have taken years to achieve.

Fortunately the jury decided that the lady who bought the insurance could not have believed sincerely that she was 16 years younger than she actually was and it concluded that the understatement of age must have been fraudulently intended. Probably many cases less flagrant than this one have slipped through and others will occur in the future giving honestly forgetful and intentionally inaccurate applicants the benefit of their mistakes and barring the company from making an adjustment unless it finds out before paying the proceeds. Yet the attitude of the legislatures and the courts is undoubtedly in the interest of the public and of the life insurance business in which the public places its trust. Once a beneficiary has received the proceeds of an insurance policy she can rest assured that the money is hers and can't be taken away from her in whole or in part unless a case of fraud can be made out.

It may seem unreasonable that other types of over-payers can get their money back—if the payee still has it—even where the error is of the payer's own doing while a life company cannot recover an overpayment even though due to an error on the part of an applicant for insurance. Yet life insurance would lose a large part of its value if a widow felt she had to keep the proceeds intact until the statute of limitations had expired before she could consider it really hers and free of any possible claim by the company for erroneous overpayment.

use. But the army and navy training programs are in a sense tremendous laboratories. The best experts obtainable were plucked out of civilian life and told to go ahead and produce the vitally needed results in the shortest space of time and not worry about how much money it would cost. It would indeed be surprising if out of all this concentrated study and effort there did not emerge some valuable advances that might otherwise have taken years to achieve.

For example, an elaborate sound motion picture might appeal to a home office training executive but he might feel that it would be an expensive experiment. As a result of the armed forces' work it may be that enough of the guess work has been removed from such films as to make it possible to say

definitely that they will be of value for certain types of instruction in the insurance field.

The armed forces have been notably successful in reducing the amount of time that it takes a student to learn a particular job. It has been found, for example, that students learn more quickly if they are not told that they are going to spend a specified number of hours on a certain subject.

Not only motion pictures but other visual aids to learning have been greatly developed by the armed forces' training programs. Less expensive than talking movies but quite effective for some types of instruction is the slide-film in which a series of projected still pictures is synchronized with a phonograph record. Elaborately illustrated colored charts have been found valuable in cutting down instruction time and in getting across to the students what is to be learned with the least lost motion.

Probably none of these things can be taken over bodily and used by insurance companies or any other type of corporation, any more than a Superfortress could be used by a commercial air line to transport passengers. Yet many advances embodied in the Superfortress have already been adapted to a plane suitable for passenger transporta-

tion and it is not too much to expect that with sufficient ingenuity and resourcefulness many educational and training principles developed or refined by the armed services can be adapted to civilian use.

A consideration that may well be important in this connection is that insurance companies will be taking on many war veterans. These men will have had the advanced, intensive type of training that the armed forces give. It is reasonable to suppose that they will be happier in a company that shows that it too is alert to the latest developments in education, training, and operational procedures. It is certain that some companies, perhaps a good many, are going to pursue a very aggressive attitude after the war. Periods of readjustment have a way of bringing aggressiveness and resourcefulness to the fore. Hence it will be well for all companies that do not want to fall behind the procession to investigate with an open mind all that is being done by the armed services. Not all of these findings are yet available but when they are they should prove well worth studying. In the meantime a considerable amount of information is obtainable for those who have sufficient interest to dig it out.

## PERSONAL SIDE OF THE BUSINESS

**E. Calhoun Grier**, Connecticut Mutual, Middletown, O., completed his 20th year with the company June 1. He was fifth among all of the company's agents in volume in April. He is an associate of the W. T. Earls agency, Cincinnati.

**Mark Trueblood**, Los Angeles manager and home office inspector of agencies on the Pacific Coast for Union Central Life, has been appointed a member of the Ernie Pyle memorial committee. Mr. Trueblood and Mr. Pyle attended Indiana University and both worked on the "Indiana Daily Student" in 1922, when Mr. Trueblood was editor and Mr. Pyle assistant editor. Following his graduation, Mr. Trueblood went to Cincinnati where he worked on the Cincinnati "Times-Star," later becoming editor of the Union Central "Agency Bulletin."

**S/Sgt. R. F. Ashbrook**, who has been doing public relations work with the army transport corps in Washington, is returning to the home office of Union Central, where he was formerly manager of sales promotion.

**J. C. Caperton**, former general agent of State Mutual Life in Chicago, has been sojourning in Florida during the winter and spring. He now has returned to Chicago and will remain there until fall. He will make his headquarters in the State Mutual Life office at One North La Salle street.

**Judge Deane C. Davis**, vice-president and general counsel of the National Life of Vermont, has been nominated as a member of the board of governors of the American Bar Association. The

members of the board represent the 10 federal judicial circuits of the United States, Judge Davis having been chosen from the second circuit, which includes New York, Vermont and Connecticut. He was elected general counsel of the National Life in 1940 and three years later was made vice-president and general counsel.

**James M. Hamill**, for more than 20 years one of the leading producers of Equitable Society in San Francisco, has again qualified for the Million Dollar Round Table.

**Arthur A. Loeb** of Stumes & Loeb, Chicago general agents of Penn Mutual Life, suffered an attack of pneumonia last week and is in Michael Reese Hospital there. He was given the penicillin treatment and is now on the mend.

**Charles H. Yardley**, comptroller of Penn Mutual, and **Willard D. Holt**, assistant secretary of Provident Mutual, have been reelected directors of the Philadelphia Control of Controllers Institute of America.

**David Neiswanger**, Topeka local agent, has been named treasurer of the United War Fund committee for Kansas, which is headed by **Judge W. D. Jochems**, chief counsel of Farmers & Bankers Life, Wichita. Harry H. Woodring, former Secretary of War and at one time a local agent at Neodesha, Kan., is chairman of the speakers' committee.

**Robert L. Bowen**, superintendent of insurance of Ohio 1935-39, is now with

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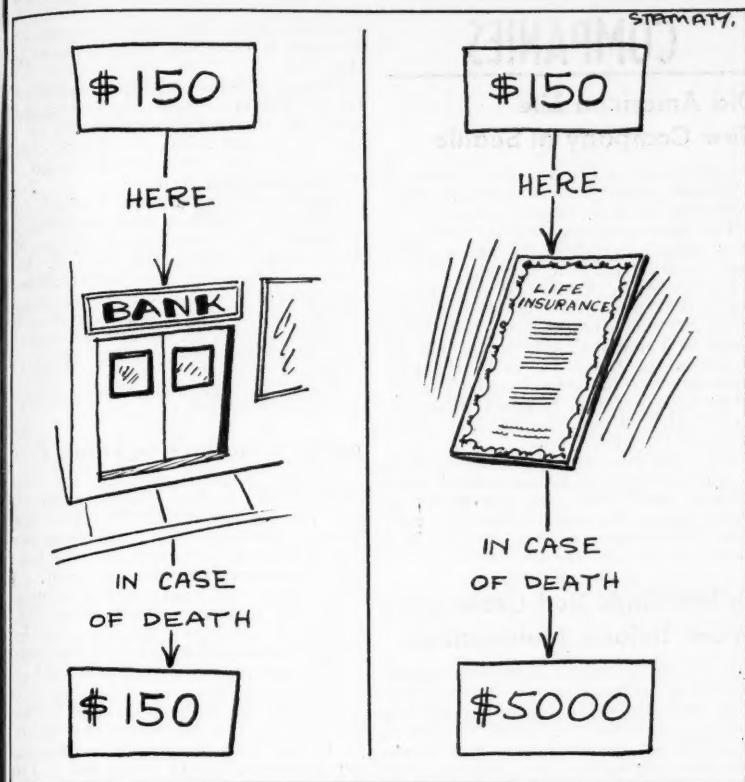
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Northwestern Mutual Life in Oakland, Calif.

**Charles D. Richardson**, Memphis, general agent of New England Mutual Life, has qualified for the Million Dollar Round Table for the third year, thus becoming a life member.

**Clyde D. Harrison**, general agent of Guardian Life, Washington, D. C., has been elected president of the Civitan Club there.

**Paul H. Dunnavan**, Canada Life, Minneapolis, former trustee of the National Association of Life Underwriters and prominent member of the Million Dollar Round Table, entertained a number of his close friends in the round table at his summer place in Minnesota for several days. The rumor is that being insurance men they couldn't refrain from holding some meetings and that, at least some of the time between the snoring of fish, insurance was talked.

**Joseph R. Stewart**, assistant general counsel of Kansas City Life, has been appointed by Governor Donnelly on the Kansas City board of election commissioners.

**Emmett T. Ireland**, well-known producer of Penn Mutual at Wichita, is recuperating in a Wichita hospital from a ruptured appendix. For two weeks he was in a very critical condition.

**Thomas R. Martin**, manager of the application department of Columbus Mutual Life, has been elected commander of Columbus commandery of Knights Templar. He is one of the leaders in York Rite Masonry in Columbus.

**A. N. Kemp**, chairman of Pacific Mutual Life, who for some time has been concentrating on his duties as president of American Airlines, now will make his headquarters in California since he has been succeeded in the airlines by another executive upon the return of Maj. Gen. C. R. Smith, former president, from war service and the post of deputy commander of the Air Transport Command.

## DEATHS

**C. D. Huffaker**, superintendent of agent of Farmers Union Life of Des Moines, died from a heart attack suffered while playing golf with a group of insurance men at Indianola.

Walter Powell, general agent for John

Hancock at Atlanta, received word that his only son **David Bell Powell**, 21, was killed in action on Okinawa May 12. He was a member of the marine corps reserve.

**William J. Gibbons**, 69, formerly Indianapolis general agent Life of Virginia, and previously with Penn Mutual there, died in Los Angeles.

**A. E. Fisher**, 76, who was for 19 years Michigan manager of Sun Life of Canada in his earlier years, died in Detroit. In recent years he had been a building contractor.

**Arthur H. Peterson**, 56, Des Moines general agent of Berkshire Life since 1931, died from a heart attack. He had been in ill health for some time. Mr. Peterson had been with Berkshire Life 28 years, and before going to Des Moines was an agent at Waterloo, Ia.

Funeral services were held at Harrisburg for **Elmer K. Espenshade**, 53, veteran representative for the Equitable Society for more than 32 years, and one of the best known life insurance men in central Pennsylvania. He was president of the Harrisburg Association of Life Underwriters. He died suddenly following a heart attack. He had served continuously as a Treasury representative of the Dauphin county payroll savings division. He served as president two years ago of the Taft Woody Agency Association, and for the second consecutive year was a member of Equitable's \$350,000 club. His son, Sgt. John Espenshade, is serving in the Pacific with the army engineers.

**H. G. Simmons**, general agent at Brenham, Tex., for Republic National Life died at his home.

## Metropolitan Switches Managers

Metropolitan Life has transferred **George H. Cook**, formerly manager at Pottstown, Pa., to Greensburg, Pa., and placed **Harry C. Werner**, formerly the Greensburg manager, in charge at Pottstown.

Mr. Cook joined Metropolitan at Bethlehem, Pa., in 1934. He was promoted to assistant manager the following year. In 1942 he was appointed manager at Pottstown.

Mr. Werner joined Metropolitan in 1930 at Bristol, Pa. He became assistant manager in 1933 and in 1937 was made general assistant manager of great eastern territory. Later he was a field training instructor and in 1944 was appointed manager at Greensburg.

*A sales aid that  
creates more sales  
for U. C. agents*

• INTERESTING  
• CONCISE  
• VALUABLE



"SOME INTERESTING FACTS" has important value for Union Central agents, policyholders and prospects. For this booklet gives concrete facts that tell why U. C. has earned the title of "A Policyholders' Company." It gives the past history of U. C., the company's present financial status and investments and enumerates the services rendered to policyholders.

Practical, timely and usable material of this same high standard is provided by the sales promotion department every week to help U. C. agents increase sales . . . to help U. C. agents increase their income and thus enjoy a better living.

**THE UNION CENTRAL  
LIFE INSURANCE COMPANY**

Cincinnati, Ohio

Over \$500,000,000 in Assets

## OMISSIONS THAT MAKE COMMISSIONS

SOMETIMES the clauses left out of a policy are as important to its benefits as those it contains.

There are, for example, such provisions as the following which do *not* appear in Occidental's Accident and Sickness policies:

*"Clause 16" which permits the Company to cancel during the period for which a premium has been paid.*

*Exclusions of benefits for diseases not common to both sexes.*

*Provisions for prorating claims.*

Such omissions make commissions for Occidental agents.

Occidental Life Insurance Company  
of California

V. H. JENKINS, VICE PRESIDENT

"We pay lifetime renewals — they last as long as you do"

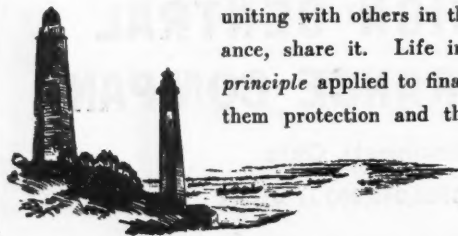


## ATLANTIC LIFE INSURANCE COMPANY

Organized 1899 — Richmond, Va.

### Convoing Financial Plans

RISK is inevitable. Either we bear it alone, or, uniting with others in the system of life insurance, share it. Life insurance is the *convoy principle* applied to financial plans which gives them protection and the assurance of "going through."



## COMPANIES

### Old American Life New Company at Seattle

Old American Life has been chartered in Seattle, with Jean A. Hibbard, long a leading agent in Seattle, as president. The new company has \$150,000 paid in as policyholders' surplus and \$100,000 more is to be added to capital.

Bryce Little, Seattle attorney, is board chairman; J. Alvin Hibbard, son of the president, is treasurer, and Myrtle Lunn of Yakima, secretary. Among the directors are J. E. Brooke of the government's surplus property division, Seattle; L. J. Yoakum, Sequiam, publisher; Lewis Hill, Boise, Idaho, and R. J. Stayner, Garland, Utah.

The new company has opened offices in the L. C. Smith Tower, and as a beginning will limit its operations to Washington, Idaho and Utah. The company has purchased \$125,000 of U.S. bonds in the 7th war loan drive.

### Dublin Ends Red Cross Work: Rejoins Metropolitan

Dr. Louis I. Dublin, second vice-president and statistician of Metropolitan Life, has completed his assignment as full-time assistant to Basil O'Connor, chairman of the American Red Cross, and as chairman of the organization's administrative committee, and has resumed his duties with Metropolitan. He will continue to assist Mr. O'Connor in the long-term policies and plans of the Red Cross and will be active in relation to the operation of the New York City chapters.

During his seven-month period of service, Dr. Dublin, among his other administrative duties, helped to reorganize the recruitment of nurses for war service and to coordinate the needs of the interested governmental departments and bureaus which were concerned with nurse recruitment. He was also particularly active in a survey of the medical and health work of the American Red Cross and in the preparation of a plan for expanded health services in the post-war period.

Dr. Dublin's services were requested by Mr. O'Connor last fall because of his international reputation in public health work. At the time of his appointment, it was stipulated by Metropolitan that he would be on loan for a limited period. Dr. Dublin also served with the Red Cross during the former war as a member of commissions in Italy and in the Balkans.

### Hotchkis Pacific Mut. Director

Preston Hotchkis has been elected a director of Pacific Mutual Life. He is executive vice-president, treasurer and a director of Pacific Indemnity and a director of many southern California business organizations. He has served as president of the California Chamber of Commerce and is now one of its directors.

## NEW YORK

### MANAGERS OUTING JUNE 26

The annual golf outing of the New York City Life Managers Association will be at Knollwood Country Club, White Plains, N. Y. June 26. Superintendent Dineen of the New York department will be guest of honor. Manuel Camps, Jr., John Hancock, is chairman of the outing committee.

### KRUEGER & DAVIDSON MEETING

Krueger & Davidson, New York general agents of Northwestern Mutual, held their first anniversary meeting and party last week.

The afternoon was devoted to business. Gibson Lewis, Kenneth C. Wells and Eduard F. Hartman, special agents

who recently effected an association with Krueger & Davidson, were presented to the staff.

John P. Williams, educational director of American College, gave an address in which he analyzed the qualities of a good agent. L. W. S. Chapman, Sales Research Bureau, spoke on "Your Efficiency Index."

Mr. Krueger announced that paid for business for the first year approximated \$6,800,000 and paid for business for May exceeded \$1,200,000. David B. Fluegelman became a life and qualifying member of the Million Dollar Round Table, and it appears that Harold L. Barnett, Stanley A. Borchardt and Alvin H. Cohen will probably also again qualify.

A cocktail party was followed by a dinner.

### BANKS PUSH HOUSING PROJECT

Several housing projects are being planned by savings banks under the new law which permits New York state savings banks to join with other savings banks to form one or more housing corporations which in turn may build and own apartment projects to house no less than 250 families. This venture of savings banks into the real estate field as equity owners and builders is patterned after the life company housing projects.

First of the projects planned by New York banks is a \$6 million development in Brooklyn, to be built when materials are available. It will house 900 to 1,000 families and rent for \$18 to \$20 a room. Parkchester, housing more than 12,000 families, rents for approximately \$13.50 a room, and although the method of computing room space may not be exactly the same, the savings bank project is apparently designed for a slightly higher income group.

Metropolitan Life is planning three postwar housing projects, Stuyvesant Town to house 8,773; Peter Cooper Village for 2,000 and Riverton for 1,250. Equitable Society is considering a project in Brooklyn.

## AGENCY NEWS

### Easton Agency Has May Record

The Hadsell S. Easton agency in Cleveland of Home Life of New York in May recorded the greatest paid-for volume that Home Life has received for many years in that city. The agency ranged 8th throughout the country.

J. Emmett O'Grady led the agency for the month with a paid volume of \$87,850. Nathan Scott in his first month in the business was second with \$82,000.

### Fox Agency Progresses Fast

Joseph W. Fox, general agent of Berkshire Life at Jersey City started his agency a year ago this month and so far consistently has ranged high among the company's leading agencies. It stood 11th in 1944 with but six months' production and 15th among personal producers. George Feldman, full time associate, who joined the agency late in September, is leading the company among full time agents for the top honor club. Mr. Fox has been in the business since 1921. Recently he was nominated for treasurer of the Life Underwriters Association of Hudson county.

### Simon Agency Shows Big Increase

The Mahlon B. Simon agency of Continental American Life in Philadelphia reports 100% increase in new paid business for May and 85% increase for the first five months. James R. Crawford was the agency leader for May and Charles S. Wilson for the year to date.

### Hays & Bradstreet Agency No. 1

The Hays & Bradstreet agency of New England Mutual Life in Los Angeles ranked No. 1 for paid new business both in May and for the first five months. The agency paid for \$1,234,000



## WHAT ARE THE ANSWERS?

Test your  
wits on the  
benefits of a  
Cal-Western  
agent's con-  
tract.



1. What is the maximum length of time for Cal-Western renewal commissions?

- ☐ 9 years  
☐ 19 years  
☐ Life

2. What is the maximum amount of free life insurance for Cal-Western's qualifying agents?

- ☐ \$1000  
☐ \$2500  
☐ \$5000

3. What is the maximum bonus possible to Cal-Western representatives in addition to commissions?

- ☐ \$100  
☐ \$250  
☐ \$451

4. Do Cal-Western agents continue to receive lifetime renewals in addition to monthly income from pension plan — which may begin as early as age 55?

- ☐ Yes  
☐ No

5. Is the premium on group hospitalization, surgical benefits and medical care plan paid for by Cal-Western?

- ☐ Yes  
☐ No

## DID YOU KNOW —

1. Life. 2. \$5000. 3. \$451. 4. Yes. 5. Yes, to members of El Capitan Leading Producers Club.

"The 'Agency Minded' Company" operating in Eleven Western States and Hawaii.

**CALIFORNIA-WESTERN  
STATES LIFE  
INSURANCE COMPANY**  
Home Office: Sacramento

in May, making its total for the five months \$5,043,000. These figures exclude all annuity credits.

Leaders in the agency for the year to date are General Agent R. H. Bradstreet, John H. A. Campbell, and Edward Choate in the order named.

## O'Connell at Wichita Rally

C. J. O'Connell, field secretary from the home office, addressed the Wichita branch of New York Life on sales problems. The entire meeting was of an educational nature. H. W. Schenke, Wichita agency director, reported 1944 one of the most successful years in the history of the agency and the first quarter of 1945 surpassing the same period last year.

W. Oliver Cass, Mutual Benefit Life, Indianapolis Agency broke a record of 96 years in May, having sold more insurance that month than in any in the history of the agency. Mr. Cass has five agents in Indianapolis and four of these sold well in excess of \$50,000 each in May. The first-year commission of these four men averaged well over \$2,000 each.

## AGENCY CHANGES

## Black in Charge at Indianapolis

Jean Black has succeeded Howard Nyhart as manager of Connecticut General at Indianapolis, with offices at 1322 Circle Tower. Mr. Black has been manager for the company at Toledo.

Born at Lebanon, Ind., Mr. Black is a graduate of Wabash College. After teaching school for some years, in 1931 he joined the Indianapolis agency of Massachusetts Mutual Life under the late Ward Hackleman, then manager. In 1937 Mr. Black went with the Connecticut General as assistant to Mr. Nyhart and in 1942 was appointed manager of the company's office at Toledo. Mr. Black has been especially successful in developing producers.

Mr. Nyhart recently opened offices as an independent.

## S. D. Warner Resigns New England Mutual N. Y. Post

Stuart D. Warner, one of New England Mutual's uptown general agents at New York, has resigned, effective Sept. 1.

President George W. Smith stated that Mr. Warner has wished to be relieved of management duties in order to devote his time to personal production, and has carried on for a longer period than he expected, due to the war. "We now reluctantly accede to his request, as he has agreed to remain as associate general agent. His successor will be appointed from within the organization."

A graduate of Williams College, Mr. Warner served overseas in the former war, with the rank of major in the chemical warfare service. He entered life insurance in 1923 and became a general agent of New England Mutual in 1927. Starting practically from scratch, he built an agency organization which now has in force more than \$27 million.

## John Hancock Rochester Office Split: Murphy Retires

Edwin A. Murphy retired June 1 as Rochester, N. Y., district manager of John Hancock Mutual Life. He had held that post for 23 of his 41 years in the business. He started in 1904 as an agent in Boston, his native city, and later was assistant manager there. For three years he served as agency manager in Hyde Park, Mass., and went to Rochester in 1922. He has seen the premium income there grow from \$300,000 in that year to \$1,700,000 in 1944.

Mr. Murphy was president of the Rochester Life Underwriters Association.

# A GOOD START

for

## GUARDIAN PENSION PLANS

An increasing number of Guardian agents (and general insurance brokers) are finding the service of The Guardian's Home Office Pension Planning Section to be of greater assistance to them and their clients in their preparation of employee pension plans.

In 1944, the first year of its operation, average case closed was for \$205,000 . . . average number of lives was 34.

## THE GUARDIAN LIFE INSURANCE COMPANY OF AMERICA

Home Office: New York City

A MUTUAL COMPANY

ESTABLISHED 1860

GUARDIAN OF AMERICAN FAMILIES FOR 85 YEARS

tion for two years and a director for nine years. He also served two years as president of the New York state association.

With his retirement, the John Hancock district office is being split into two agencies, Rochester east and Rochester west. Jeremiah P. O'Connor, former assistant manager in Hartford, heads the east district and Paul K. Stryker, former assistant manager at Binghamton, the west district office.

### Two Metropolitan Life Mich. Managers Advanced

Howard R. Poppen, formerly manager of Metropolitan Life at Port Huron, Mich., has been placed in charge of the Belle Isle (Detroit) district. He succeeds Joseph A. Blake, who is retiring.

Shortly after his graduation from the U. S. Air Corps Training Center in 1930, Mr. Poppen joined Metropolitan as an agent in Peoria, Ill. In 1932 he was made an assistant manager there and in 1937 was promoted to an agency sales instructor for Great Lakes territory. He was appointed manager at Port Huron in 1943.

Frank W. Wozniak, formerly manager at Hibbing, Minn., has been placed in

charge of the Sault Ste. Marie, Mich., district and its branch offices at Escanaba, Mich., and Sault Ste. Marie, Ont. He joined Metropolitan as an agent in Duluth in 1920. He was promoted to assistant manager in 1923 and was made a general assistant manager for northwestern territory in 1932. He was appointed manager in Ottumwa, Ia., later that year and was subsequently transferred to Hibbing.

### Occidental Life Soon to Name Louisville Manager

The appointment of a new manager or general agent for Occidental Life of California at Louisville will be announced in the near future. Harry J. Metcalfe, who has been operating the Occidental Life agency there, recently resigned to join Allen Reager of Continental Casualty and Continental Assurance. The Occidental Life office is continuing to function.

### Sloan Leaves Farmers & Bankers

Harry W. Sloan, for 13 years division manager of Farmers & Bankers Life in charge of Oklahoma and Texas, has re-

signed. Mr. Sloan is well and favorably known throughout the territory. His future plans have not been announced.

### Yeiser Partner in Aetna Life's Pittsburgh Agency

Maurice S. Yeiser, assistant general agent of Aetna Life in Pittsburgh, has been taken into partnership by General Agent H. H. Chase.

Born in India, Mr. Yeiser was educated in Pennsylvania at Upper Darby high school, the University of Pennsylvania and Drexel night school. After varied sales experience, he joined Aetna Life's Pittsburgh agency as a supervisor in 1931. He was promoted to assistant general agent Jan. 1, 1945.

### Baltimore Life Advances Crust; Other Changes

Carl H. Crust, Bellefonte, Pa., superintendent since 1939, has been named home office supervisor by Baltimore Life. He joined Baltimore Life in 1937. Mr. Crust has been succeeded by W. Doyle Miller, superintendent Williamsport, Pa., while Curtis Bready, who has returned from service, succeeds Mr. Miller.

B. D. Adkinson, Havre de Grace, Md., manager since 1922 who has been with Baltimore Life since 1916, is resigning because of ill health. The Havre de Grace office, with Superintendent C. F. Cobourn in charge, has been made a detached office of Wilmington, Del., of which Walter B. Martin is manager.

### Schweitzer to Toronto

Great-West Life will establish a complete department in Toronto to handle Ontario group business, under the supervision of V. E. Schweitzer, who has been in charge of the group department at the head office.

## ACCIDENT

### Launch Organization of Illinois A. & H. Women

Preliminary steps looking toward the formation of an Illinois section of the women's division of the National Association of Accident & Health Underwriters were taken at a luncheon in Chicago Friday, with about 35 accident and health women in attendance. Another meeting will be held later, at which the formal organization will be effected and officers elected.

Lorraine Blair, Mutual Benefit Health & Accident, Chicago, who is vice-chairman of the women's division and also Illinois state chairman, presided. She stressed the possibilities for women in insurance work, declaring that it is a "natural" for them, and the great increase in the number of women in various fields of business in recent years. She said that some of them were forced

into business life by the war but expressed the hope that those in insurance at any rate would continue in that business. To accomplish that result it will be necessary to show them its advantages and attractions, which can be done most successfully through cooperative, organized effort, and that is where the National and local associations can play their part. She urged a larger enrollment of women in the Chicago Accident & Health Association, which would automatically give them membership in the National association.

Margaret Olson, North American Life & Casualty, Minneapolis, national chairman of the women's division, drove from Minneapolis to attend the meeting when she was unable to get either plane or rail transportation. She reviewed the work of the National association, the development of the women's division and the part which women can take in bringing about world peace and security.

She said that state chairmen of the women's division are now carrying on organization work actively in 28 states and told of the notable work some of them have been doing in securing new members for the women's division and the National association. She listed the reasons for association membership and the advantages which would accrue from it.

Roy M. Jackson of W. A. Alexander & Co., retiring president of the Chicago Accident & Health Association; Edith Larson, Employers Liability, new secretary of that association, and Mrs. Josephine A. Martin, Massachusetts Bonding, retiring secretary; Miss Joy M. Luidens, executive secretary of the Chicago Association of Life Underwriters, and Mrs. Louise Scott Konsberg, Massachusetts Mutual Life, head of the women's division of that association, spoke briefly, telling of the work of their organizations and promising cooperation in the movement.

### A. & H. Plan for Mich. Groups

DETROIT—The Bond Club of Detroit and Security Traders Association of Detroit and Michigan have adopted a special disability policy for members which includes \$200 per month indemnity for accidents or sickness from any cause with hospitalization and accident medical reimbursement included; also \$1,000 accidental death and dismemberment coverage is a part of each policy. The contract was installed by Forrest A. Heath, vice-president of S. C. Hadley, Inc., Detroit insurance brokers.

Commercial Casualty is the insurer.

## MANAGERS

### Wayman Dean Heads Jacksonville Managers

Wayman L. Dean of Jacksonville, Manager of Life & Casualty and trustee of the National Association of Life Underwriters, has been elected chairman of

## We Congratulate

The National Association of Life Underwriters and the Life Insurance Sales Research Bureau on their joint sponsorship of the National Quality Award to promote production of quality business and to improve service to policyowners.

We wish to give our hearty endorsement to this plan which has for its purpose the recognition of those underwriters who do their jobs in line with the best traditions and highest standards of the institution of life insurance.



**Shenandoah Life**  
INSURANCE COMPANY, Inc.  
Roanoke 10, Virginia

STRONG



PROGRESSIVE

### ONE CASE OR A DOZEN

Surplus Lines  
Handled With Dispatch!  
Renewable and/or Convertible  
5-10-15-20 Year Term  
Term to Age 65  
Mortgage Cancellation Policies  
(Yearly Renewable Term)  
Complete Line of Juveniles  
From Age 0  
Let Us Hear From You

**Philadelphia Life Insurance Company**

111 NORTH BROAD STREET, PHILADELPHIA 7, PA.

Founded



in 1906



the Agency Directors Conference, which is the general agents and managers group of Jacksonville. This group is composed of 30 agency heads.

Mr. Dean is a native of Texas and has engaged in the life insurance business at Kansas City, Nashville, Chattanooga and Asheville, before going to Florida.

Mr. Dean has just announced his candidacy for reelection as N.A.L.U. trustee. He has traveled 9,000 miles visiting and addressing life underwriters associations in six states during the past year.

#### Utah Life Managers Elect

The Utah Life Managers at the annual meeting in Salt Lake City elected these officers: President, J. W. Lawrence, Prudential, succeeding Ray H. Peterson, vice-president of Pacific National Life; vice-president, Edmund H. Howells, Northern Life; secretary-treasurer, H. J. Syphus, Beneficial Life; executive committee, Mr. Peterson, chairman; D. Ford Crandall, Metropolitan Life; Elmer F. Davy, Home Life; Ernest Halverson, Kansas City Life; A. E. Buckwell, Travelers. The golf tournament was washed out by a heavy rain.

#### Ben Williams in Minneapolis

Ben H. Williams, superintendent of agencies of Mutual Life, addressed the Life Managers Association of Minneapolis at a luncheon meeting June 13. The Minneapolis and St. Paul life managers will hold a joint golf party at the Southview Country club near St. Paul June 25.

#### Hear Veterans Adviser

Wilbur W. Jones, contact representative of the Veterans Administration in Indianapolis, addressed the Indianapolis Life Agency Cashiers Association on "National Service Life Insurance." He also discussed problems involved in disability cases of men no longer able to continue in service. General agents and

managers were present, having been especially invited to hear Mr. Jones.

#### Durham Managers Organize

Walter H. Everiss, Metropolitan Life, has been elected president of the newly-organized Durham (N. C.) Life Agency Managers Association. R. Thursman Taylor, Liberty Life, is vice-president and A. O. Sullivan, Continental Life, D. C., secretary-treasurer.

#### Weir Elected at Fort Worth

FORT WORTH, TEX.—A. L. Weir, Franklin Life, was elected president of the Fort Worth Managers & General Agents Club. John J. Bannon, Jr., Reliable Life, is vice-president; R. L. Christenberry, National L. & A., secretary-treasurer; T. J. Murphy, United Fidelity, and Felix Hargis, Jefferson Standard, executive committeemen.

#### Boston Supervisors Elect

Luman G. Clogston, Connecticut Mutual Life, has been elected president of the Boston Life Supervisors Club. Albert H. Curtis, 2nd, New England Mutual Life, is vice-president, and John G. Khouri, Connecticut General, secretary-treasurer. Edwin R. Joos, supervisor of ordinary agencies of John Hancock Mutual Life, was the speaker.

#### Hartford Outing Honors Thompson

The General Agents & Managers Association of Hartford held its annual outing at Wampanoag Country Club. The party was in honor of John Thompson, retiring general agent of Connecticut Mutual Life in Hartford, who had completed 50 years in the life insurance business.

The supervisors of Hartford agencies were guests. Other guests were W. W. Hartshorn, superintendent of agencies of Metropolitan Life, former manager in Hartford and former secretary of the National Association of Life Underwriters, and Earle Davis, Connecticut General manager at Denver, a brother of Lowell Davis, president of the Hartford association.

Mr. Davis presented an appropriate farewell present to Mr. Thompson.

#### Install New Ore. Officers

New officers installed at the June meeting of the Life Insurance Managers' Association of Oregon in Portland were A. A. Hendricks, president; E. A. Phillips, vice-president, and Gilbert Cato secretary-treasurer. The event was a stag dinner at the Waverly Country Club.

#### Review G. I. Bill of Rights

At the monthly luncheon of the Wichita General Agents & Managers Association, Paul Jernigan, Penn Mutual, discussed the G. I. bill of rights.

The Life Insurance Managers Association of Oregon held its annual golf stag at Portland Tuesday.

## RECORDS

**Equitable Life of Iowa** — Reports \$5,712,862 paid life insurance in May, the largest May since 1930, and a gain of \$1,224,607 or 27.3% over May, 1944. Life insurance writings for the five months totaled \$27,786,302, the largest first five months since 1930 and a gain of \$6,185,892 or 28.6% over 1944. Insurance in force was increased by \$3,742,900 in May to a new all-time high of \$712,678,629.

A. H. Allison, Philadelphia, was the leading personal producer in May. Leading agencies in May were Harrisburg, P. B. Rice; New York City, Hoey & Ellison Life Agency; Chicago, Griffin, Ingram & Pfaff; Seattle, H. S. Bell, and Kansas City, H. A. Hedges.

**Berkshire Life** — The May Loyalty Month campaign gave the company an "all-time high" on paid life volume, and exceeded campaign quota by 27%. Paid life business for May increased 10.5% over May, 1944. The first five months of 1945 show 25% gain. The company



## OUR AGENTS KNOW

That our sales are up by a large percentage this year, and that this has been possible in part because of new, modern, streamlined tools with which to work.

**Our policyholders know** that in their Paul Revere Life and Non-Cancellable Accident and Health policies they have modern coverage in one of the strongest, fastest growing companies in the country... a Company actively doing business in all 48 states, the District of Columbia, and Hawaii.

**Our home office staff knows** that much of the outstanding record which is being made by the Company is because we have a large, effective, well-trained and able Full-time Field Force — a corps of men who know how to sell and who always give service.

**All of this** adds up to a phrase used often by those in the Field and those in the Home Office... **"WE ARE A TEAM"**

THE **Paul Revere**  
LIFE INSURANCE COMPANY  
OF WORCESTER, MASSACHUSETTS  
J. HARRY WOOD, Executive Vice President

**Guardsmen's gains**  
**first five months**  
**of forty-five**  
**run 29.8 per cent**  
**over same period**  
**year ago.**  
**Enlist in "The Guard."**

**Guardian Life**  
Insurance Company

Home Office, Madison 1, Wisconsin

## THE SYMBOL of COMPLETE PROTECTION



- LIFE • ACCIDENT • HEALTH
- ANNUITIES • HOSPITALIZATION
- GROUP • ALL-WAYS
- REINSURANCE

Centrally Located—  
Serving the Nation  
from Coast to Coast



W. T. GRANT  
Chairman

J. C. HIGDON  
President

**BUSINESS MEN'S ASSURANCE COMPANY**  
KANSAS CITY 10, MISSOURI

has had 27 consecutive months of increased paid production over corresponding months of previous years.

Lowell M. Clucas, general agent, and Frank T. Limont, production manager of the Clucas agency, Pittsfield, Mass., directed the campaign activities.

Mr. Clucas led the general agents in personal paid life business. Reubin Rifkin of the Wolfson agency, New York, led the associates in paid life business.

**Business Men's Assurance**—Total life and accident and health sales in May increased 42.2% over May, 1944, a new record. Life sales totaled \$3,564,982. For the first five months life sales totaled \$19,355,027 compared with \$15,060,251 a

year ago, increase 28.5%. The San Francisco branch under Vice-president J. P. Baldwin led in total production. W. H. Gruver, Indiana; H. G. Horn, Portland, Ore., and L. G. Nokleby, Salt Lake City, were leading agents, in that order.

**Union Mutual Life, Me.**—Paid business for the first five months showed a gain of 24% over the corresponding period a year ago.

**Franklin Life**—A net increase of \$3,200,000 in its outstanding insurance was reported in May, representing a gain of 77% over the same month last year. In the first five months of 1945, issued business has been 64% ahead of last year.

Cash earnings of agents increased 54% in the first five months of this year.

Premium income was expanded \$1,037,000 or 24% over last year's figures. First year cash premium income showed an improvement of nearly 70%.

Assets increased at the rate of approximately 25% over 1944, and will pass the \$70 million mark this month. Outstanding insurance exceeds \$285 million.

**National Life, Vt.**—May new paid business of \$6,505,050 represented a 50% increase over a year ago and is the 27th consecutive monthly gain. Insurance-in-force increased \$22,480,991 for the first five months, 72% of the new business total.

**Home Life, N. Y.**—The new paid business in May and for the first five months of 1945 was the greatest in the company's history, being 52% ahead in May and 5% increase in five months over the same period in 1929, the record corresponding period. Gain of insurance in force in May was 79% over that of May, 1944, and 70% above the greatest increase recorded for that month, May, 1928. The average-size sale in 1945 is \$9,783, and full-time agents are producing at an average annual rate of \$263,676.

H. C. Kenyon, Grand Rapids, and H. M. Grier, Detroit, were the leading agents in May and for the year to date. The five leading agencies in May were Detroit, Grand Rapids, the Oshin & Huber agency, New York City; Newark, and Greensboro, and for the year to date, Oshin & Huber, Dent agency, Philadelphia; New Orleans, Grand Rapids, and Ellis agency, New York City.

## COAST

### Quigley Heads Washington Quarter Million Round Table

SEATTLE—At the June meeting of the Washington Quarter Million Round Table H. L. Quigley, Northern Life, Seattle, was elected chairman, succeeding Chester R. Raymond of Tacoma. Mr. Quigley has been secretary. More than 50 have qualified for membership in the organization.

Henry M. Lagergren of Yakima was elected vice-chairman; Lawrence R. Feetham, Seattle, treasurer. Lloyd Roberts, editor of "Pacific Northwest Underwriter," was elected to the newly-created position of executive secretary.

Among those who spoke were Russell H. Goodwin on "Some Experiences in Writing a Million the First Year in the Business"; Lawrence Feetham, "Some Angles of Partnership Insurance"; A. L. Brown, chief of vocational rehabilitation and educational division of the Veterans Administration, "The G.I. and Recent Pension Acts"; William Boyd, "Trends in Group Life, Accident and Health, Hospitalization, Pension Trusts," and Dr. Franklin Thompson, president of College of Puget Sound, Tacoma.

### New California Manual

An official manual, prepared by the California department in cooperation with organization representatives, is now ready for distribution at a cost of 77 cents per copy, including tax. It is designed to give applicants for agents or brokers licenses official information regarding the insurance code and coverage on which examination questions are based. Commissioner Garrison urges present license holders and company employees to study the booklet.

### Distribute \$115,883 to Policyholders

LOS ANGELES—Commissioner Garrison as conservator of the twelve Chapter 9 life companies seized in 1940 has been authorized by the superior court here to allocate \$115,883 from funds on hand for payment of dividends to policyholders. All companies now are merged into Guaranty Union.

## CHICAGO

### METROPOLITAN C.L.U. LUNCHEON

The annual luncheon meeting of the Metropolitan Life Chartered Life Underwriters will be held in Hotel La Salle June 16, the guests including the 16 Chicago C.L.U.'s of Metropolitan and all who have taken C.L.U. study courses. Participating in the C.L.U. examinations given there last week were 44 Metropolitan agents.

Special guests will be John D. Moynahan, president Chicago Association of Life Underwriters, and past president American Society C.L.U.; Harry R. Schultz, president of Chicago C.L.U. Chapter; Joy M. Luidens, executive secretary of Chicago association; Evan Barnes, territorial supervisor, and C. VanCura, president Chicago Metropolitan Life Managers Association, Everett Smith, territorial agency supervisor, will speak.

D. E. Trump, assistant manager Cottage Grove; A. Jacobson, assistant manager Gateway, and Joseph Blumberg, assistant manager Park Grove, have been study group leaders in the past year. Mr. Trump is president of the Metropolitan Life's National C.L.U. Chapter. Local directors are Mr. Moynahan and Woolf Guon, who also is manager at Chicago. J. A. Jacobson is arrangements chairman for the luncheon.

### GRIMM DISTRICT MANAGER

A district office has been opened by Equitable Society at 137 North Marion street, Oak Park, Ill., with Gilbert E. Grimm in charge as district manager. He has been an agent of Equitable in the area for 19 years. The office will be a part of R. R. Reno agency, whose headquarters are in Chicago. Equitable has a large number of policyholders in the western suburban district. Agency Manager Reno has been a lifetime resident of Oak Park, and he and Mr. Grimm are well known throughout the west suburban area. Open house in the new office was held June 14.

### GLASSER ADDRESSES SCHOOL

Opportunities for Negroes in selling insurance to members of their race on a career basis were told by J. B. Glasser, general agent of Continental Assurance in Chicago, to students of the Dunbar Trade School, a Negro institution of that city. He explained that economic and tax trends have made it virtually impossible for a person to create an estate of sufficient size to assure support for his family except through life insurance. He made the talk on behalf of the Chicago Sales Executives Club, which is concerned with the problem of consumer goods distribution after the war in view of the general belief there will be a greater demand for salesmen than ever before in history.

### IN U. S. WAR SERVICE

Capt. Edward McCloy, formerly an investment analyst with the Continental Assurance and Continental Casualty at the home office, who is serving as liaison officer with a U. S. combat section of the Chinese combat command, has been promoted to a major. He was born in China, but until his return there last fall had not been the country since leaving it in 1926.

H. Folmer Hansen, Jr., son of the manager of Mutual Life of New York at Fargo, N. D., is reported missing in action. He was a chief radioman aboard a ship on duty in the south Pacific. A brother, Lt. A. B. Hansen, has been missing since the destroyer "Leary" was torpedoed in the north Atlantic in December, 1943.

Capt. Lester F. Rentmeester, with National Guardian Life at Green Bay, Wis., before entering service three years

## Fifty-First Year of Dependable Service



★ The State Life Insurance Company has paid \$148,000,000 to Policyowners and Beneficiaries since organization September 5, 1894 . . . The Company also holds over \$61,000,000 in Assets for their benefit . . . A total of \$20,000,000 is invested in War Bonds and U. S. Government securities . . . Agency opportunities — with up-to-date training and service facilities—for those qualified.



## THE STATE LIFE INSURANCE COMPANY

Indianapolis, Indiana

MUTUAL LEGAL RESERVE FOUNDED 1894

1907 Thirty - Eighth Year 1945  
Mortgage Cancellation — Bank Loan Plans

Write Agency Department  
For Complete Details

### MISSOURI INSURANCE COMPANY

"An Old Line Legal Reserve Life Insurance Company With  
\$16,000,000 Insurance in Force"

J. C. West  
President

Home Office  
St. Louis, Mo.

Established  
1907

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ago, has completed 30 combat missions in the European theater and has been transferred to Elgin Field, Fla., air forces proving ground. He holds the Distinguished Flying Cross, the air medal with three oak leaf clusters and the distinguished unit award.

**Capt. Thomas L. Brooks**, formerly in personnel work for Prudential in Newark, has been promoted to major. He is serving as liaison officer and instructor of Chinese troops with a U. S. combat section of the Chinese Combat Command.

**Col. Lewis I. Held**, who has been on duty in the Solomon Islands for a year or more, hopes to become a general

agent when he gets out of the service, he said while visiting Richmond on a furlough. He was formerly a leading producer of Northwestern Mutual Life there. When he rejoins his command he expects to be transferred to the Philippines.

## C. L. U.

### Trump Is Named Metropolitan Life C.L.U. President

Dorem E. Trump, Chicago, has been elected president of the Metropolitan Life C. L. U. Association. John S. Ray, New York, is vice-president, and Fred E. Hamilton, home office agency division, is secretary-treasurer. Executive committeemen are: Julius O. Klein, superintendent of agencies Pacific Coast head office; Richard C. Brown, Hannibal, Mo.; George C. Neitlich, Roxbury, Mass., and John D. Moynahan, Berwyn, Ill.

### C.L.U. Exams Are Taken by Over 950 Agents

More than 950 C. L. U. candidates took part in the 19th series of C.L.U. examinations held June 6-8 at 107 educational institutions and 12 army camps and naval bases. The examinations were conducted regionally, with centers established at accessible points located in 40 states, District of Columbia, Puerto Rico, Hilo and Honolulu.

Six centers especially for service personnel, set up under the direction of the educational officer or chaplain at the station were located at camps in the United States; one each in England, France, Germany and India and two aboard vessels in the south Pacific.

### Elect in San Francisco June 14

The new setup in the American Society of C. L. U. will be explained to the San Francisco chapter June 14 by Nelson F. Davis, manager of Guardian Life. Officers will be elected.

### Insured Killed in Service; Court Holds for Beneficiary

The principal question in the case of Newcomb vs. Victory Life, decided by the Kansas supreme court in favor of the plaintiff, was whether in view of the policy and the facts of the case insured was in fact required to pay an additional premium in case he entered service. There was no provision in the policy as to what extra premium if any an insured who entered service would be required to pay.

While the insurer on Jan. 12, 1942, did fix the extra premium required under the war clause at \$25 per \$1,000, this action was never communicated to insured, according to the decision.

The court stated that the action of the governing body in determining what should be required in the way of an extra premium for one who entered military service, of which action insured had no knowledge from any source, was ineffectual in determining what premium the insured was obligated to pay. The court denied the motion for rehearing; upholding the lower court.

The action was brought by the father of the insured. His son was killed in an airplane accident after entering service. Barton E. Griffith of Topeka appeared for Victory Life and John A. Etling and W. N. Breezley, Kinsley, Kan., for the plaintiff.

### Mendola Hearing Postponed

NEW YORK—The New York supreme court hearing on Charles Mendola's suit to prohibit Superintendent

Dineen from forcing him to stop selling insurance without a license has been postponed for two weeks. It was scheduled for June 12. Mr. Mendola, an agent of American Farmers of Phoenix, Ariz., contends that Superintendent Dineen's prohibition constitutes an illegal restraint on interstate commerce, in view of the Southeastern Underwriters Association decision. Neither Mr. Mendola nor American Farmers is licensed in New York.

There will be no jury, as both sides are agreed on the facts, the only question being one of law. The case will be fully argued before the court by A. W. Arnold for Mr. Mendola and As-

sistant Attorney-General McNulty of New York representing Superintendent Dineen.

The motion of Mr. Arnold for judgment on the pleading and the cross-motion of Mr. McNulty will be heard. Motion of Mr. McNulty will be heard June 26.

While on a fishing trip in Chesapeake Bay, **J. C. Bristow**, Richmond general agent of Home Life of New York, landed a 40-pound cabio, a deep sea fish which looks, as he described it, like a cross between a shark and a catfish. Caught with a hook and line, the fish gave him the tussle of his life before he brought it in.



## DISCHARGED

To the discharged service-

man who wears this button, direct participation in the war is ended.

When he comes home he has a right to expect security for himself and his family. The business of life insurance can provide this security.

Because of the returned veteran's wide experience, he will know how to adapt himself to new surroundings and new conditions. As a common interest, he needs us and we need him.

## Guarantee Mutual Life Company

An Organization You Can Proudly Represent—Ask any of Our Representatives

A. B. OLSON  
Vice President

Founded 1901

Omaha, Nebraska

## PEACE TIME OPPORTUNITIES

An Agency conscious company, with a rate book full of complete coverage including non-medical juvenile contracts from birth, provides a most satisfactory working agreement for available field men. Once a Scranton man always one—Ask any Scranton Life Field Man Why.

GENERAL AGENCY TERRITORY AVAILABLE IN PENNSYLVANIA AND MARYLAND.

## SCRANTON LIFE INSURANCE CO.

SCRANTON, PA.  
R. MERRIMAN, President

### You Can Plan Today For Your Production and Home of Tomorrow

through a

## RENEWAL COMMISSION LOAN

### Money for...

- PRODUCTION
- WORKING CAPITAL
- CUSTOMERS' NOTES AND ACCOUNTS
- POSTWAR OPPORTUNITIES
- EXPANSION
- HOMES, ETC.

OUR BUSINESS is loaning you money in substantial amounts ... the one source in the U. S. that specializes and really understands your needs.

A renewal loan of \$4,500 costs you only 11 cents per day per thousand dollars.

A unique plan developed by us in cooperation with the Northwestern National Bank of Minneapolis.

**LIFE UNDERWRITERS CREDIT CORPORATION**  
MINNEAPOLIS 2, MINNESOTA

## ASSOCIATIONS

### Fluegelman New N. Y. City President

NEW YORK—David B. Fluegelman of the Krueger-Davidson agency of Northwestern Mutual was elected president of the New York City Life Underwriters' Association at a luncheon meeting.

Mr. Fluegelman has been a member of the association 12 years. He has been administrative vice-president, chairman of the board, and New York City delegate to the New York State association. He is vice-president of the New York C.L.U. Chapter and is a life and qualifying member of the Million Dollar Round Table. On a number of occasions he has been the leading producer of Northwestern Mutual in the New York area.

Other officers elected include Patrick A. Collins, Metropolitan Life, adminis-



D. B. Fluegelman

trative vice-president; Lawrence L. Fitch, New York Life, public relations vice-president; Benjamin D. Salinger, Mutual Benefit Life, education vice-president; and Harry C. Ard, Connecticut General, treasurer.

#### Directors Are Named

The following were selected to serve as directors: E. G. Cunningham, Metropolitan; J. J. Jerome, Sr., Guardian Life of New York; R. E. Myer, Mutual Life; L. A. Kohn, Equitable Society; H. N. Sloane, Prudential; M. L. Wile, New England Mutual, and S. L. Wolkenberg, Union Central.

The speaker was Glenn B. Dorr, general agent of Northwestern Mutual at Hartford and former president of the New York City association, who spoke on "Profitable Selling."

### Study New Market Possibilities, Dorr Urges New Yorkers

NEW YORK—To raise his level of production an agent must select the most profitable markets in which he is already equipped to operate and to prepare himself to expand to still more profitable markets, Glenn B. Dorr, Hart-

ford general agent of Northwestern Mutual Life, told the New York City Life Underwriters Association.

To accomplish this objective, Mr. Dorr recommended that an agent list the various markets or uses for life insurance and then arrange them in order of highest dollar profit per sale as applied to his own territory. For example, in most territories partnership, programming and estate markets rank higher in potential dollar profit per sale than mortgage, readjustment income and education, etc. The second step is to arrange the markets which are currently the most profitable to the agent based on his age, past experience, viewpoint of life, aspects of family or business life most interesting to him and on successfully developed sales techniques. The three largest profit per unit markets not now being developed should be noted and the agent should take steps to prepare himself for their development.

#### Calls for Much Study

To enter the new markets will require study of the possibilities of securing prospects in these fields from present policyholders and the number of leads which can probably be secured. It will also be necessary to set up a course of study to prepare oneself to serve the new markets, Mr. Dorr pointed out.

### Hays Is President of Cal. Association

Rolla R. Hays, Jr., New England Mutual Life, Los Angeles, has been elected

president of the California Association of Life Underwriters to succeed Herrick C. Brown, Prudential, Oakland. The election was by mail, the association not holding its usual annual meeting this year.

James M. Hamill, million dollar producer of Equitable Society, San Francisco, was elected vice-president; Charles E. Cislser, Prudential, Santa Monica, secretary, and Lloyd A. Steadman, New York Life, San Gabriel, treasurer. Elected to the executive committee are F. Bert Alldredge, Occidental Life, Stockton, representing northern California; W. K. Murphy, Northwestern Mutual, Los Angeles, representing the southern portion, and Mr. Brown. Kellogg Van Winkle, Equitable Society, Los Angeles, is national committeeman. John V. Hines, Minnesota Mutual, Sacramento, was reelected executive secretary.



R. R. Hays, Jr.

### Miami Congress Is Big Success

By E. E. HESS

The Miami Association of Life Underwriters held its sales congress Friday and Saturday at Miami Beach. The program was arranged by R. B. Walker of Hollywood, prominent top club producer of New York Life.

The president, W. Finley Jones of Miami, held the chair and conducted proceedings Saturday. H. P. Graven-gaard, associate editor Diamond Life Bulletins, Cincinnati, delivered a talk on business life insurance and later in the day held a forum, answering questions propounded by the assemblage. Mr. Graven-gaard received an ovation.

Wayman Dean of Jacksonville, trustee of the National Association of Life Underwriters, told the groups what N.A.L.U. is doing for the agents and asked for assistance in reaching the goal of 40,000 members this year.

Lt. G. A. Whitlaw of the navy, delivered a talk on National Service Life Insurance. Lt. Comdr. E. H. Hance, III, conducted a question and answer ses-

sion on G. I. bill of rights and the soldiers and sailors civil relief act.

E. Jay Becker, John Hancock Mutual, Jacksonville, appeared for a short talk on "Income Contract."

The group was guests at cocktails of T. T. Phillips, president of Gulf Life. The luncheon was attended by Miami Beach city officials. Mayor Frink delivered the address of welcome. The event was put on the air for a special broadcast over WKAT; including the regular daily worldwide newscast followed by the awarding of war bonds to the winners of the essay contest sponsored by the Great Miami association—the topic this year being "The Effect of Life Insurance on the American Home."

The grand prize winner was Miss Caroline Gaffney of Redland High School. Her paper was read over the air.

On Friday evening the general agents and managers tendered a dinner in honor of Mr. Graven-gaard, attended also by Mayor Frink and Thomas Smith, chairman Miami Beach convention bureau.

With 22,000 rooms available at Miami Beach proper the Greater Miami group plans to make an insistent bid for the N.A.L.U. convention as soon as transportation barriers are lifted.

### Milwaukee Sales Congress to Be Held on Friday

MILWAUKEE—The sales congress of the Milwaukee Association of Life Underwriters will be held Friday. Attendance is restricted to members of the Milwaukee and Wisconsin associations.

A business insurance clinic under the direction of Lawrence J. Evans, assistant director of agencies of Northwestern Mutual, will open the morning session. Three Milwaukee members of the Million Dollar Round Table who will take part are Harold R. Buckman, Old Line Life, discussing "Partnership Insurance"; William C. Hewitt, Northwestern Mutual, "Key Man Insurance"; and Raymond H. Collins, Penn Mutual, "Stock Retirement Insurance." The final morning the speaker will be Hampton H. Irwin, educational director of Massachusetts Mutual, "Production Clinic."

Paul A. Parker, superintendent of agencies of Old Line Life, will preside in the afternoon. Speakers will be Roy L. Stone, vice-president First Wisconsin National Bank of Milwaukee, "Post-War Plans"; A. Jack Nussbaum, Massachusetts Mutual, Milwaukee, life member Million Dollar Round Table, "Write Your Own Ticket"; Arthur F. Priebe, Penn Mutual, Rockford, Ill., "Sensible Programming"; and Graham A. Walter, Canada Life, Toronto, "Who's Afraid?"

The business meeting of the Milwaukee Association of Life Underwriters will be held Friday.

### WANTED! AGENCY SUPERVISOR FOR UNUSUAL OPPORTUNITY

One of the leading agencies of The Northwestern Mutual Life Insurance Company is looking for a high-grade and ambitious supervisor to recruit and train new agents. The type of man desired is preferably a college graduate, between 30 and 40 years of age, who has had experience in organization work and demonstrated his ability to develop men. Compensation will include a better than average salary plus commissions or bonus. This is an unusual opportunity for the right man. If you have the qualifications write in confidence to B-30, care of The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

#### GENERAL AGENT-MANAGER AVAILABLE

Experienced personal producer, 20 years general agency background. Good record. Desires connection in Chicago area as general agent, manager or H. O. capacity. Will consider West Coast proposition. Prefer medium size life, A. & H. company. Address B-32, care of The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

Although John Q. Public values the life insurance that protects him, he has not yet learned to properly appreciate the counsel of his insurance agent. Here at Central Life, we appreciate the full importance of the role the agent plays in properly applying insurance to the best interest of his client. We know the value of his service . . . both to the client and to ourselves. We also know that life insurance begins with the agent. It is only after he has converted a prospect into a policyholder that life insurance goes to work. That's why in our advertising, direct mail and promotional activities, we are primarily concerned with uncovering prospects for the agent and helping him to increased sales.



**Central Life Assurance Society**  
(MUTUAL)

**DES MOINES, IOWA**

ONE OF THE LOWEST NET COST LIFE INSURANCE COMPANIES IN THE UNITED STATES. SAME DIVIDENDS AS IN 1944. UNCHANGED SINCE 1937.

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kee association will be held following the luncheon. Officers elected by mail ballot are: President, B. W. Reagles, Security Mutual; vice-presidents, A. J. Nussbaum, Massachusetts Mutual, and Walter Mayer, Mutual Benefit Life; secretary, Herbert Schwahn, Northwestern Mutual; treasurer, H. R. Buckman, Old Line Life.

### Northern Cal. Caravan Personnel Is Expanded

Three of the leading speakers at the recent forum conducted by the Oakland-East Bay Life Underwriters Association have been selected for "top billing" as members of the northern California caravan of the California association. They are Richard W. Benofsky, Mutual Life, Oakland, who spoke on "Sales Ideas That Work"; Sam W. Coombs, Equitable Society, who led a discussion on "Estate Analysis and Taxation," and Paul E. Otey, Jr., Penn Mutual, on "Social Security, the Key to the Interview and to the Sale."

Edwin T. Golden, New York Life, San Francisco, co-chairman of the state association's caravan committee, will speak on "Success Is Made of Little Things." Herrick C. Brown, Prudential, Oakland, retiring president of the state organization, will tell of the coordinating work of that body with local associations, legislation and other activities directed toward improving public relations.

The northern caravan will hold meetings at San Jose, June 15; Stockton, June 22, and Sacramento, June 23.

### Strange Elected President of Cincinnati Association

CINCINNATI—T. W. Strange, manager of Ohio National, was elected president of the Cincinnati Life Underwriters Association at its annual meeting. Other officers are H. S. Pressler, John Hancock, vice-president; L. W. Perin, assistant manager Fidelity Mutual, secretary, and W. Henry Blohm, general agent Provident Mutual, treasurer. A. M. Kayser and Maurice Koch were elected directors for terms expiring in 1948. George Vinsonhaler, general agent



T. W. STRANGE

John Hancock, retiring president, was elected delegate to the Ohio association. Mr. Strange, previously vice-president, also has been chairman of the attendance, civics and program committees. Starting in the business at Cincinnati with Pacific Mutual in 1920, he joined Ohio National as associate general agent in 1940 and became manager in 1942. He served as an air force pilot in the former war and is a graduate of University of North Carolina.

William Werber, a well known major league baseball star before his entry into the business full time as a million dollar producer for New England Mutual, Washington, gave his fine talk on "Hustle Does It."

### Plan Ia. Executive Secretary

DES MOINES—Edmund P. Connolly, president of the Iowa Association

of Life Underwriters, has notified the 14 local associations in the state of plans to establish an office and employ a paid executive secretary for the state association.

The association's ways and means committee was authorized at its recent state meeting to draw up plans to provide funds. Each association will pay a proportionate share of the cost. The Des Moines and Mason City associations already have volunteered their financial support.

The ways and means committee which drafted the plans is composed of Preston H. Luin of Des Moines, secretary-treasurer, as chairman; Frank McCormick, Equitable of Iowa, Des Moines; and George Harter, Penn Mutual, Mason City.

### Seek Use of Life Texts in Texas Teachers Colleges

DALLAS—To further their efforts to make life insurance instruction an integral part of the curricula of Texas schools, officers and directors of the Dallas Association of Life Underwriters will be hosts to the presidents of the state teachers' colleges at a luncheon here June 18, the objective being to secure the aid of the material prepared by the Institute of Life Insurance in the schools for the training of teachers.

The Dallas association the past year has already brought about the introduction of "Handbook of Life Insurance" and "Life Insurance Dollars in Action" into the curriculum of the Dallas junior and senior high schools. Its next objective is to bring about use of the books in the Dallas county schools and in the schools of two Dallas suburbs.

### New San Antonio Officers

The San Antonio Association of Life Underwriters has elected these officers: O. R. McAtee, general agent of Republic National Life, president; J. I. Jordan, Amicable Life, vice-president; Mrs. Jean Weber, Connecticut Mutual Life, secretary; C. P. Reed, Pacific Mutual Life, treasurer. Directors are Walter T. Curry, John Hancock; Walter Winsor, Minnesota Mutual; Frank B. Falkstein, Aetna Life, and W. E. Vincent, Southern Life & Health.

As a token of appreciation of her work as secretary, Ronald Vincent, retiring president, presented Mrs. Weber a \$25 war bond. A. J. Ballard, for the association, presented Mr. Vincent an engraved wrist watch.

C. J. Crampton, secretary of the San Antonio Chamber of Commerce, spoke

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# LIFE REINSURANCE

## North American Reassurance Co.

LAWRENCE M. CATHLES, President

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New York 17, N. Y.

on the advantages of industrial development to life salesmen.

**Hutchinson, Kan.**—Robert Britton, National Life & Accident, was elected president; Keith Hayes, Mutual Life, vice-president; H. F. Hillman, Prudential, national committeeman. Bert S. Berry, Travelers, perennial secretary, was again reelected. J. S. Smythe, Metropolitan, is the retiring president.

**Topeka**—A stag dinner party was given for President Homer Waters, who resigned to join American Home Life of Topeka as Texas general agent.

**Wichita, Kan.**—Roy Wright, leading producer of Provident Mutual, Lawrence, Kan., a member of the Million Dollar Round Table, spoke June 8.

**Indiana, Pa.**—An association on a county basis has been organized here with 32 members. David Conrath of Metropolitan Life was elected president; James A. Smith, Northwestern Mutual, vice-president; Wm. H. Smith, Prudential, secretary, and John Neff, Mutual Benefit Life, national committeeman. The

charter presentation meeting will be held June 28.

**Austin, Tex.**—Newly elected officers were installed by President Bob J. Lyles of the Texas association. P. J. Rutledge, chairman of the educational committee, reported that the teachers in the city schools are enthusiastic about the educational material on life insurance.

Mrs. Vonciel Shooter, president of the Life Agency Cashiers Association, spoke briefly of that organization and its work. W. F. Munnerlyn, College Station, district manager of Seaboard Life, discussed the fundamentals of success.

**Jamestown, N. Y.**—Mockford R. Washer, manager of the Iroquois district of Metropolitan Life at Buffalo, spoke on "Your Postwar Planning." He emphasized the need of every agent to familiarize himself with National Service Life Insurance in order to advise returning servicemen properly.

**Detroit**—Working methods of an industrial agent were described by R. C. Hewitt, Metropolitan Life, Florence S. C. It is important to concentrate attention on prospects with definite needs and

ability to pay premiums. Servicing even the smallest accounts pays as many of these small policyholders develop into good sized ordinary cases.

**Minnesota**—The annual meeting has been tentatively set for June 29 at Minneapolis.

**Duluth**—Bert H. Odell, vice-president of North American Life & Casualty and president of the Minnesota association, spoke June 8.

**Jackson, Mich.**—Howard F. Andrews, New York Life, has been elected president, succeeding J. F. Hackett. Vice-president is Cleo Baker; secretary, Dale Kerr, and treasurer, Lester Harr.

**Minneapolis**—The annual meeting and "fun day" is being held Friday at Golden Valley Golf Club.

**Durham, N. C.**—J. L. Trevathan has been elected president to succeed Thurman Johnson; W. G. Whichard, vice-president, and W. R. Draughon, secretary-treasurer. Mr. Johnson was elected chairman of the executive committee.

**Greensboro, N. C.**—A. M. McGlamery, National of Vermont, has been elected president to succeed Robert Bridges. J. M. Everett and J. B. Taylor are vice-presidents; J. D. Hodnett, secretary-treasurer. Alvin T. Haley, Massachusetts Mutual, was elected national committeeman.

**Sanford, N. C.**—J. Ashley Allen has been elected president, succeeding W. H. White. G. W. Whitehead is vice-president; James Pleasants, secretary-treasurer.

**Jonesboro, Ark.**—L. R. Swarens, Life & Casualty, has been elected president; Charles Johnson, Reliable Life, vice-president; Nathan Penix, National Life & Accident, secretary-treasurer.

**Jackson, Tenn.**—Herbert L. Dement, Northwestern Mutual, has been elected president to succeed O. C. Davis. W. J. Bray, Kansas City Life, is vice-president; W. B. Shasteen, secretary-treasurer.

**Oklahoma City**—The season will close with an afternoon of golf followed by a dinner June 22. New officers will be installed and James D. Booth, Equitable Society, Muskogee district manager, will speak.

**Abilene, Tex.**—M. Allen Anderson, first vice-president and director of agencies of Republic National Life, spoke on "Prospecting in 1945."

## New Investment Channels Sought

(CONTINUED FROM PAGE 1)

ferred stocks. They offer an outlet which many feel is attractive both as to security and yield. A powerful deterrent exists, however, in that preferred stocks must be carried at market value at the end of each year. Financial history amply demonstrates that market values in times of stress are artificial and do not represent intrinsic value. Substantial holdings of preferred stocks might therefore create wide swings in surplus which would not in any sense represent a true picture of the financial standing of a company. For this reason, an attempt is being made at the present time to work out some method which would more truly represent real values and prevent artificial swings both upward and downward in this type of investment. A successful outcome of this effort would be beneficial both to the return on policyholders' invested funds and to the financing of business enterprise."

Mr. Fulton said that, while the reduction in the interest rate over the years has substantially increased the net cost of life insurance, there is no reason to be unduly apprehensive about the future. "Resumption of normal business activity, new outlets for investment, and the relaxation of some of the controls which are appropriate in wartime but not in peacetime, should combine to stabilize the earning power from an investment standpoint," he said.

In the security valuations report of the National Association of Insurance Commissioners which was published in the June 8 issue of THE NATIONAL UNDERWRITER the valuation of preferred stocks was considered in light of the situation pointed out by Mr. Fulton. Further study will be made by the

N.A.I.C. sub-committee so as to evolve a satisfactory solution.

## Text of Oklahoma Premium Tax Decision Presented

(CONTINUED FROM PAGE 1)

after their issuance; and to obtain a renewal the company must pay on or before the last day of February in each year the gross premium tax on all premiums received during the preceding calendar year. We are told by the supreme court of Oklahoma that that has been the uniform administrative practice of the insurance commissioner since 1909.

### Assails Both 2% and 4% tax

In 1941 Oklahoma enacted a law, effective April 25, which increased the 2% gross premium tax to 4%. Okla. Stat. 1941, Tit. 36, § 104. Like the 2% tax, this new tax is applicable only to foreign insurance companies, not to domestic insurance companies. Appellant reported the gross premiums collected in Oklahoma during the calendar year 1941, paid the 4% tax under protest, and brought this suit to recover the amount so paid. Appellant challenged the constitutionality of both the 2% and 4% tax. The supreme court of Oklahoma allowed recovery of the taxes paid at the increased rate on premiums collected prior to the effective date of the act, April 25, 1941. But it disallowed recovery for the balance against the claim that the exaction of the tax from foreign insurance companies while domestic insurance companies were exempt violated the equal protection clause of the fourteenth amendment. — Okl. —. The case is here by appeal. § 237 Judicial Code, 28 U. S. C. § 344.

We can put to one side such cases as *Hanover Ins. Co. v. Harding*, 272 U. S. 494, where a foreign insurance company, having obtained an unequivocal license to do business in Illinois and built up a business there, was subsequently subjected to discriminatory taxation. In the present case each annual license, pursuant to the provisions of the Oklahoma constitution, was granted on condition (1) that appellant agree to pay all such taxes and fees as the legislature might agree on foreign insurance companies and (2) that a refusal to pay such taxes or fees should work a forfeiture of the license. The payment of the gross premium tax on or before the expiration of the license year was always a condition precedent to the issuance of the license for the following year. Accordingly, appellant, unlike the foreign corporation in *Hanover Ins. Co. v. Harding*, supra, never obtained from Oklahoma an unequivocal license to do business there; it agreed to pay not only for the renewal but also for the retention of its annual license such taxes as Oklahoma might impose.

### Discriminatory Treatment

It has been held both before and after the fourteenth amendment that a state may impose on a foreign corporation for the privilege of doing business within its borders more onerous conditions than it imposes on domestic companies. *Paul v. Virginia*, 8 Wall. 168; *Ducat v. Chicago*, 10 Wall. 410; *Philadelphia Fire Assoc. v. New York*, 119 U. S. 110. But it is said that a state may not impose an unconstitutional condition—that is it may not exact as a condition an infringement or sacrifice of the rights secured to the corporation by the Constitution of the United States. The argument apparently is that since appellant is entitled to the equal protection of the laws, a condition cannot be imposed which results in its unequal and discriminatory treatment.

But that argument proves too much. If it were adopted, then the long established rule that a state may discriminate against foreign corporations by admitting them under more onerous conditions than it exacts from domestic companies would go into the discard. More-

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## INDIANAPOLIS LIFE INSURANCE COMPANY

IT WAS founded as an Old Line Legal Reserve Mutual Company, with a clearly defined purpose to furnish low cost insurance and to keep QUALITY, SERVICE and SAFETY, FIRST.

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IT HAS an outstanding group of men and women as representatives. They are carefully trained career underwriters, capable of rendering the highest type of life insurance service.

THE AVERAGE EARNINGS of the top ten field representatives of the Company for 1944 was \$16,580.16.

### OPPORTUNITIES —

Some choice cities and territories are still available for men who can qualify for a General Agency. Among them are DECATUR, ILLINOIS; DAVENPORT, IOWA; CORPUS CHRISTI, TEXAS — and a few other cities in Indiana, Illinois, Ohio, Texas, Michigan, Minnesota and Iowa.

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President

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Second Vice-President  
Supt. of Agencies

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If you are facing this situation, please write to us for particulars and general information.

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## N.A.I.C. Central Office Proposal Well Received

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over, it has never been held that a state may not exact from a foreign corporation as a condition to admission to do business the payment of a tax measured by the business done within its borders. See *Continental Assurance Co. v. Tennessee*, 311 U. S. 5. That was the nature of the tax imposed in *Philadelphia Fire Assoc. v. New York*, supra. That company was licensed to do business in New York under a law which required it to pay such a tax as its home state might impose on New York companies doing business there. After it had qualified to do business in New York its home state exacted from foreign corporations a tax of 3% on premiums received in that state. New York accordingly followed suit. The court sustained the increased tax, saying that since the license of the foreign company was subject to the conditions prescribed by the New York statute, the amount of the tax could at any time be increased for the future. "The state, having the power to exclude entirely, has the power to change the conditions of admission at any time, for the future, and to impose as a condition the payment of a new tax, or a further tax, as a license fee. If it imposes such license fee as a prerequisite for the future, the foreign corporation, until it pays such license fee, is not admitted within the state or within its jurisdiction. It is outside, at the threshold, seeking admission, with consent not yet given." 119 U. S. p. 119. And the equal protection clause does not require the tax or rate of tax exacted from a foreign corporation as a condition of entry to be the same as that imposed on domestic corporations. *Hanover Ins. Co. v. Harding*, supra, pp. 510-511.

The fact that Oklahoma collects the tax at the end of the license year is not material. That was done in *Philadelphia Fire Assoc. v. New York*, supra. The controlling fact is that the tax though collected later was levied upon the privilege of entering the state and engaging in business there. *Continental Assurance Co. v. Tennessee*, supra.

ous states have enacted legislation creating interim committees to study the whole insurance situation with the idea of enacting proper legislation in 1947. In other states the insurance commissioner has been instructed to make a thorough survey and report to the legislature. In the state of Washington the commissioner has been instructed to draft an insurance code for submission to the legislature in 1947. In connection with the outbreak of the premium tax litigation, each commissioner is interested not only in actual court decisions but they want to know the probable timetable, in what states the issue is going to get to the courts first, so that they can prepare themselves accordingly.

A great many studies are going forward by committees and subcommittees of the N.A.I.C. and by various industry groups in many fields. The task of seeing that each state is promptly supplied with copies of these studies is considerable.

At commissioners' meetings frequently action has to be postponed because certain data is released for the first time at that meeting and the various commissioners have not had an opportunity to study it or have it analyzed by proper specialists in their department. As a case in point at the St. Paul meeting an accident and health sub-committee brought out its recommendation for changes in the official guide for passing upon accident and health policy filings. That report had not been previously communicated to the individual commissioners and for a time it appeared that action could not be taken at St. Paul because of the desire on the part of certain commissioners to make a detailed study of the proposals. However, in that case the final decision was then and there to go over the recommended changes line by line and to have a full discussion.

### Must Postpone Decisions

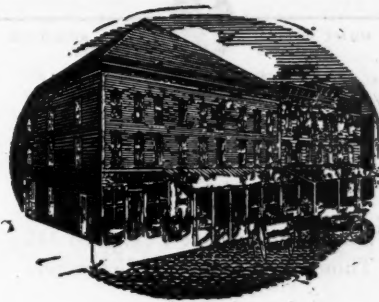
The commissioners at their meetings accumulate a great mass of papers and because they don't have a chance to digest the material at that meeting, the decision usually has to be to refer the matter to a committee or sub-committee, with instructions to report at a meeting six months hence. Then at the later meeting there are apt to be a lot of questions of current importance that produce a lot of new papers and the matters advanced six months previously sometimes cannot be fully explored and there is further delay. It is nobody's fault that much of this material is not disseminated prior to the meeting. It is simply a case of various committees and sub-committees and industry groups having done their work with the deadline of the meeting in mind, and being unable to report until the last minute.

The atmosphere at St. Paul was in sharp contrast with that which prevailed at the Chicago convention in 1944, at the midwinter meeting and at all of the meetings of the executive committee and federal legislation committee that have been held during the past year. The association, its members and the industry people had gotten over the shock of the S.E.U.A. decision, and they found, actually to their surprise, that at this point there was little to be said or done in connection with the federal issue. The various issues had become well illuminated, and the commissioners were able to get down to the type of questions with which they were accustomed to dealing prior to the time that the knockout blow of the S.E.U.A. decision was delivered. It was not that there was any feeling of complacency or any notion that the problems had been solved, but simply that at this juncture there was little that could be done.

Due in part at least to the challenge

missioners is distressing to some of the insurance people. The exchanges at times are sharp, and the company people don't relish the role of defendant at so many turns. They feel that there must be the utmost good faith and free interchange of ideas if the system of state supervision is to be preserved in its entirety after the end of the federal moratorium period in 1948.

There is no disposition on the part of the companies to threaten to look to Washington for insurance regulation, as a means of bringing the insurance commissioners to tow, but there is a feeling on the part of a number of industry representatives that the problems that exist cannot be solved without some measure of federal regulations. There is every disposition to cooperate to the utmost in an endeavor to adapt the present system to the federal picture, but some are predicting that sooner or later the commissioners and the industry will come to the conclusion that affirmative fed-



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L. H. G., one of our agents added over \$2000 to his 1943 INCOME on his ACCIDENT & HEALTH business.

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O. R. Jackson, Vice-President

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eral action may have to be requested. In the field of fire and casualty rate making, the problem of conforming the state law and administration to the federal requirements, and at the same time preserving to various segments of the industry the opportunity to compete along accustomed lines, seems as far from solution as ever. It may be that it will be in this area that the commissioners and the industry will have to decide to toss in the sponge and go to Washington for legislation. If that is done, it might very well lead to other proposals for federal intervention. For instance, there are company people who would not be averse to federal examination of insurance companies operating on an interstate basis. Such an examination they feel would be far less costly and would have exceptional prestige. However, it seems entirely unlikely that any element of the industry will bolt and come out for federal regulation until

every possibility of keeping intact the present system is exhausted.

When and if the time comes that some measure of federal regulation seems to be the only answer, then undoubtedly an attempt will be made to present the matter to Congress on a basis agreed upon by the state supervisors and the industry.

#### May Have Agreed Basis

The election situation at St. Paul aroused considerable interest, but nothing resembling a formal contest developed. J. M. McCormack of Tennessee who had been vice-president, was elected president while he was confined to the hospital. He was stricken with an abdominal complaint Monday evening of convention week, and was not able to leave his room. The next day he was taken to St. Joseph's Hospital at St. Paul. The plan was for him to go from there to Rochester, Minn., to go through

the Mayo clinic to ascertain the exact nature of his disorder.

E. L. Scheufler of Missouri, who was elevated from chairman of the executive committee to vice-president, has commanded increasing respect for his ability. He is likened by many to Wendell Willkie, not only because of his appearance but because of his manner. Mr. Scheufler's term as insurance superintendent runs out June 30, and since he is a Republican and the governor is a Democrat it had been assumed that he would be singing his swan song at St. Paul, and would not be in line for the vice-presidency. However, the possibility appeared that the Missouri governor may not appoint a successor immediately, and Mr. Scheufler may continue in office for some time. Hence, he was advanced in association office. The election of Seth Thompson as chairman of the executive committee was well received. He is a man with an insurance background, he is well posted and his judgment is respected, and he is forceful.

#### Johnson Vice-Chairman

Mr. Johnson, as the retiring president, becomes vice-chairman of the executive committee. The three members of the executive committee elected at large are Maynard Garrison of California, Robert E. Dineen of New York and William P. Hodges of North Carolina.

The zone representatives on the executive committee are: Allyn, Connecticut, zone 1; Neel, Pennsylvania, zone 2; Larson, Florida, zone 3; Forbes, Michigan, zone 4; Kavanaugh, Colorado, zone 5, and Holmes, Montana, zone 6.

The entertainment and the convention facilities arranged by the Minnesota hosts were highly praised. They were careful to avoid providing entertainment that would interfere with the conduct of association business, but each evening the group was entertained in a most distinctive way. Also there was provided a headquarters suite which turned out to be a central meeting place, and an excellent spot for informal conferences. Abundant stenographic facilities were provided. The arrangements for the press were the best that had ever been furnished. All of the meeting rooms were on the lobby floor of the St. Paul Hotel, and the circulation was ideal.

#### New British Columbia Official

Stanley W. Taylor, an attorney, has become insurance superintendent of British Columbia, succeeding H. A. MacLearn, acting superintendent. Mr. Taylor has been in service overseas and has now been honorably discharged.

## State Life Figures Are Tabulated

### KANSAS

(All figures are ordinary unless designated G for Group and I for Industrial.)

	New Business	In Force
Acacia Mutual .....	296,855	4,921,949
Aetna Life .....	2,107,907	26,460,000
..... (G)	14,669,207	39,957,731
Alliance Life .....	119,083	4,211,921
American Home .....	1,305,544	11,225,427
American Nat'l .....	1,475,992	5,177,475
..... (G)	.....	14,000
American Reserve .....	5,657,139	19,442,344
American United .....	32,196	672,804
Atlanta Life .....	245,451	*4,556,750
..... (I)	324,551	1,099,642
Atlas Life .....	204,889	722,802
..... (G)	49,144	678,404
Bankers Life, Ia. ....	1,910,925	21,611,872
Bankers Life, Neb. ....	3,542,526	22,915,202
Business Men's Assur. ....	4,367,753	18,241,211
..... (G)	1,408,796	1,969,716
Capital Life .....	52,500	854,322
Central Life, Ia. ....	338,357	3,638,686
Central Life, Kan. ....	.....	3,390,776
Central Life, Ill. ....	8,000	930,234
Columbian National. ....	792,413	5,376,452
..... (G)	965,500	1,648,000
Columbus Mutual .....	137,200	4,087,727
Connecticut General. ....	550,974	2,392,115
..... (G)	2,137,402	2,504,566
Connecticut Mutual. ....	1,327,393	14,900,985
Continental, Ill. ....	328,848	816,842
..... (G)	1,171,910	1,611,500
Credit Life .....	692,823	346,065
..... (G)	154,722	105,179
Equitable Society .....	5,358,015	50,325,807
..... (G)	6,292,313	23,262,071
Equitable Life, Ia. ....	2,006,928	18,514,965
Expressmen's Mut. ....	19,619	592,285
Farmers & Bankers. ....	6,090,398	37,912,478
Farmers Union, Ia. ....	388,667	2,879,004
..... (G)	7,000	18,000
Federal Life .....	8,500	453,354
Fidelity Mutual .....	818,288	5,508,704
Franklin Life .....	1,417,397	14,963,021
..... (G)	118,500	713,700
General American .....	496,700	6,487,295
..... (G)	393,872	7,456,295
Great American, Kan. ....	1,598,309	10,445,600
Great Northern .....	28,126	198,918
Great-West .....	35,000	93,257
..... (G)	74,879	523,169
Guarantee Mutual .....	42,642	4,260,802
Guardian Life, N. Y. ....	386,966	2,565,300
Home Life, N. Y. ....	283,000	4,550,846
Illinois Bankers Life. ....	233,402	2,788,373
..... (I)	57,500	52,500
Jefferson Standard .....	322,100	802,131
John Hancock .....	1,758,309	8,926,700
..... (G)	2,481,385	6,217,417
..... (I)	38,603	1,121,004
Kansas City Life. ....	2,944,347	34,882,765
Lincoln Liberty .....	190,300	2,688,400
Lincoln National .....	2,624,764	22,590,500
..... (G)	7,690	60,000
Lutheran Mutual .....	331,874	2,159,544
Manhattan Mutual .....	868,492	7,290,970
Massachusetts Mutual. ....	1,678,549	18,374,923
Mass. Protective .....	135,810	1,074,900
Metropolitan Life .....	9,417,200	81,147,001
..... (G)	21,597,300	51,946,610
..... (I)	4,671,144	51,756,126
Midwest Life .....	238,500	3,652,555
Minnesota Mutual .....	1,027,281	7,087,541
..... (G)	9,000	138,000
Missouri .....	511,138	924,240
..... (I)	1,991,380	3,406,210
Monarch Life .....	143,093	243,117
Monumental Life .....	362,000	1,494,650
..... (I)	482,751	4,220,386
Mutual Benefit .....	1,222,557	15,005,624
Mutual Life, N. Y. ....	2,957,638	33,181,727
National Life, Okla. ....	68,700	56,900
National Fidelity .....	1,888,934	4,074,234
..... (G)	8,748	149,154
National Industrial .....	69,500	122,754
National L. & A. ....	4,340,988	17,869,125
..... (G)	119,900	385,100
..... (I)	5,252,723	29,209,572
National Life, Ia. ....	78,000	1,382,430
National Life, Vt. ....	115,727	2,619,531
National Reserve Life .....	2,748,807	15,931,407
New England Mutual. ....	1,513,250	11,461,001
New York Life .....	9,118,922	95,570,874
No. American .....	167,037	1,715,001
No. American Re. ....	133,500	983,800
Northern Life .....	103,000	268,853
Northwestern Mutual. ....	3,797,495	63,114,450
Northwestern Nat'l. ....	2,262,198	14,920,100
..... (G)	.....	3,633,800
Occidental Life, Cal. ....	508,285	5,181,455
..... (G)	161,000	1,328,000
Ohio National .....	135,619	5,655,175
Old Republic Credit. ....	127,258	105,010
Pacific Mutual .....	391,456	7,632,000
Pan-American .....	61,842	569,830
Paul Revere Life .....	236,190	1,282,580
Peerless L. & A. ....	297	1,100
..... (I)	4,631	2,872
Penn. Mutual .....	2,062,343	20,726,000
Phoenix Mutual .....	458,784	4,273,000
Pioneer National .....	1,249,712	5,017,500
Postal L. & C. ....	484,019	737,510
Provident L. & A. ....	56,918	205,720
..... (G)	1,000	1,000
Provident Mutual .....	624,967	4,562,730
Prudential .....	15,053,763	90,930,674
..... (G)	9,396,312	15,474,140
..... (I)	5,628,738	65,852,000
Pyramid Life, Kan. ....	648,329	5,791,720
Reliable Life, Mo. ....	3,000	420,720
..... (I)	192,193	165,190
Royal Highlanders .....	8,000	1,258,000
Security L. & A. ....	312,619	1,511,151
Spot Cash Life .....	.....	1,511
..... (I)	.....	1,511

(CONTINUED ON NEXT PAGE)

## MUTUAL TRUST LIFE INSURANCE COMPANY

HOME OFFICE  
CHICAGO



FIELD BUILDING  
ILLINOIS

"As Faithful as Old Faithful"

40 YEARS OF  
CONTINUOUS MANAGEMENT



No Stockholders . . . Just 135  
Thousand Satisfied Policyowners



A quarter of a billion of insurance in force built up by successful General Agents operating under a liberal general agency system in 18 states East and West.

Participating low net cost policies to fit every life insurance need for both sexes from birth to old age—and without any war or aviation restrictions below age 15 or above age 44.

*Nothing Better in Life Insurance*

# THE MANUFACTURERS LIFE

## COMPLETE BROKERAGE FACILITIES

All Life, Endowment and Annuity Plans.  
Favorable Par. and Non-par. rates.  
Standard and Sub-standard risks.  
Facilities for handling large cases.  
Civilian Foreign Travel Coverage.  
Annuities — Single Premiums up to \$100,000.  
Prompt and Efficient Service.

INSURANCE IN FORCE, 790 MILLION DOLLARS

(Including Deferred Annuities)

ASSETS, 264 MILLION DOLLARS

## INSURANCE COMPANY

HEAD OFFICE:  
TORONTO, CANADA  
Established 1887



	New Business \$	In Force \$		New Business \$	In Force \$
Security Mutual, Neb.	722,384	3,707,865	National Life, Okla.	4,953,270	19,641,320
State Farm Life.....	2,191,977	7,591,192	(G)	1,626,445	3,461,126
State Mutual Life.....	140,911	1,075,227	National Life, Vt.....	228,188	6,376,954
Sunflower Burial .....	66,900	140,900	National L. & A.....	1,963,360	11,819,310
Supreme Liberty .....	67,590	246,599	(G)	27,300	288,300
(I)	187,040	554,772	(I)	4,069,827	22,576,062
Travelers .....	2,411,147	21,398,666	National, Ia.....	4,953,270	19,641,320
(G)	16,885,086	35,402,518	National Reserve Life.	117,000	518,546
Union Central Life.....	294,323	10,887,956	New York Life.....	8,896,793	115,836,397
Union National .....	1,456,365	3,449,211	Northwestern Mutual.	2,141,895	49,753,705
United Benefit Life.....	847,172	4,664,715	Northwestern National	288,308	4,230,475
Universal Life.....(I)	211,555	477,353	Occidental Life, Cal..	988,424	8,079,098
Victory Life, Kan.....	3,567,021	37,413,580	(G)	109,000	1,282,502
Washington National.	347,123	2,265,320	Old Republic Credit..	963,525	786,747
(I)	420,879	920,827	Pacific Mutual .....	1,109,817	17,110,531
West Coast Life.....	3,459	132,717	Pan-American .....	438,153	2,416,733
Woodmen Central .....	97,000	95,000	(G)	2,000	50,500
Total, Ordinary .....	126,975,695	1,038,503,201	Paul Revere Life.....	221,994	1,105,821
Total, Group .....	78,063,522	193,745,761	Penn Mutual .....	716,681	16,142,152
Total, Industrial .....	25,001,265	178,169,098	Phoenix Mutual Life.	1,670,924	18,908,531
Total, All Lines.....	230,040,482	1,410,417,970	Provident L. & A.....	58,859	132,900
*Includes \$361,003 fraternal.			(G)		
			Prudential .....	8,918,637	65,640,583
			(G)	1,861,437	6,349,299
			(I)	2,582,106	29,875,520
			Pyramid Life, Ark....	26,500	1,141,155
			Pyramid Life, Kan....	104,540	1,064,026
			Republic Life, Okla..	3,450,000	26,962,126
			(G)		
			Reserve Loan Life....	469,172	2,961,126
			Security Mutual, Neb.	558,358	3,293,041
			State Farm Life.....	311,079	940,821
			(G)		
			State Life, Ind.....	34,196	4,624,974
			Texas Prudential .....	862,346	4,689,770
			Travelers .....	2,611,388	24,008,035
			(G)	14,277,803	53,480,633
			Union Central Life...	643,613	9,051,222
			Union Life, Ark.....	167,500	231,750
			United Benefit .....	947,060	5,077,996
			United Fidelity .....	105,150	1,734,747
			Universal Life, Tenn..	257,524	609,199
			(I)	846,623	1,177,171
			Washington National.	104,741	453,703
			(I)	625,845	1,428,305
			West Coast .....	8,467	537,048
			Woodmen Central .....	151,670	306,063
			Total, Ordinary .....	113,614,961	961,115,386
			Total, Group .....	68,301,306	241,501,718
			Total, Industrial .....	30,109,491	147,552,757
			Total, All Lines.....	212,016,758	1,350,422,161

## OKLAHOMA

Atlas, Okla. ....	3,603,391	15,254,772	(G)	379,000	14,291,506
Amer. National, Tex.	3,809,215	13,352,283	(G)		8,000
(I)	9,341,317	33,396,720	Aetna Life .....	1,770,494	24,999,884
(G)	5,157,437	54,694,556	American United .....	375,759	2,330,504
(G)	3,907	852,923	Amer. Home Mut. (I)	142,475	132,089
Amer. Mutual .....	635,022	3,477,027	American Mutual .....	635,022	3,477,027
Amer. Hosp. & Life...	159,091	180,400	Amer. Hosp. & Life...	159,091	180,400
Alliance Life .....	365,230	2,544,271	Acacia Mutual .....	873,703	9,088,342
Bankers Life, Neb...	1,665,598	14,291,506	Bankers Life, Neb...	1,665,598	14,291,506
(G)	116,000	346,000	Business Men's Assur.	1,245,474	5,688,161
Capital, Colo. ....	380,476	3,220,637	Central Life, Ia.....	178,473	2,987,201
Central Life, Ia.....	178,473	2,987,201	Columbian Nat'l .....	92,376	1,609,498
(G)	11,917	728,500	Connecticut General.	268,373	3,021,680
Connecticut General.	268,373	3,021,680	(G)	981,035	6,547,388
Continental Assur. ..	210,785	1,207,489	Credit Life .....	801,043	399,967
(G)	1,337,165	3,055,680	Equitable Society .....	4,281,081	61,891,028
(G)	12,111,771	30,320,384	Equitable Life, Ia.....	652,902	6,942,068
Expressmen's Mutual.	9,205	381,866	Farmers & Bankers...	2,189,085	3,375,634
Farmers & Bankers...	2,189,085	3,375,634	Federal Life .....	132,550	2,514,271
Fidelity Mutual Life..	204,604	2,637,429	General American .....	12,634,998	16,806,570
Great Amer. Reserve.	261,348	237,098	Gt. Northern Life.....	567,096	2,765,315
Gt. Northern Life.....	567,096	2,765,315	Gt. Southern Life.....	2,871,145	35,879,858
Gt. Southern Life.....	2,871,145	35,879,858	Guarantee Mutual .....	1,507,656	5,217,227
Guardian Life, N. Y.	744,537	4,978,658	Home State Life.....	2,521,375	11,891,750
Home State Life.....	2,521,375	11,891,750	Illinois Bankers Life.	610,229	4,751,802
Illinois Bankers Life.	610,229	4,751,802	Jefferson Stand. Life.	1,321,886	9,284,807
Jefferson Stand. Life.	1,321,886	9,284,807	John Hancock M. Life	1,909,980	7,919,509
John Hancock M. Life	1,909,980	7,919,509	(G)	3,803,811	6,314,190
(I)	70,576	280,335	Kansas City Life.....	4,750,790	33,354,474
Kansas City Life.....	4,750,790	33,354,474	(G)		16,500
Liberty National .....	818,844	8,871,457	Life of Virginia, Va..	649,096	3,959,169
(I)	14,496	377,163	Lincoln Income Life..	2,204,360	3,217,053
Life of Virginia, Va..	649,096	3,959,169	Lincoln Liberty Life..	631,000	8,457,231
Lincoln Income Life..	2,204,360	3,217,053	Lincoln National Life.	3,018,713	18,800,291
Lincoln Liberty Life..	631,000	8,457,231	(G)	274,780	382,390
Lincoln National Life.	3,018,713	18,800,291	Maas. Mutual Life....	3,501,552	31,853,008
(G)	274,780	382,390	Maas. Protective .....	86,371	968,724
Maas. Mutual Life....	3,501,552	31,853,008	Metropolitan Life .....	5,452,178	47,408,766
Maas. Protective .....	86,371	968,724	(G)	13,580,400	41,628,050
Metropolitan Life .....	5,452,178	47,408,766	(I)	2,395,933	25,215,543
Minnesota Mutual Life	905,927	5,264,133	Mutual Benefit Life...	996,626	17,691,439
Mutual Benefit Life...	996,626	17,691,439	Mutual Life, N. Y....	2,861,582	40,438,563
Mutual Life, N. Y....	2,861,582	40,438,563	National Equity Life.	31,900	931,548
National Equity Life.	31,900	931,548			

Hey Fellows:-

We still are not asking for  
new business for we're  
getting all we can handle—  
but what company (including  
ours) would turn down a good  
prospective agent?

—Harry V. Wade

**Standard Life**  
INSURANCE COMPANY OF INDIANA  
INDIANAPOLIS

GENERAL AGENCIES OPEN in Florida • Illinois • Indiana  
Kentucky • Louisiana • Michigan • Texas • West Virginia

John H. Evans, executive vice-president of Ohio National Life, who has been confined to his home by illness, is showing considerable improvement. However, it will be some time before he can return to his desk.

Harry F. Cohen of the Portland branch office of Occidental Life of California has completed 10 years of consecutive weekly production and now is the fourth ranking member of Occidental's App-a-Week Club.

## General Agency

## Opportunities in:

COLUMBUS, OHIO  
TOLEDO, OHIO  
DAYTON, OHIO  
SYRACUSE, N. Y.  
BINGHAMTON, N. Y.

An opportunity is available in each of the places named for a proven personal producer to secure a General Agent's rate of compensation on his personal production — together with longtime renewals. Also the opportunity to build an Agency of his own as he becomes qualified to do so.

If you are ambitious to have your own General Agency — and it is not available in your own Company, write, in confidence to

V. W. EDMONDSON, Assistant to the President

*The Manhattan Life*

INSURANCE COMPANY

Founded 1850

120 West 57th Street

New York 19, N. Y.



Personal Production \$200,000  
To \$500,000 in 1944 Earned--

\$10,000 to \$22,500 for Western Life men who have been with us only long enough to have \$700,000 to \$1,750,000 in force. Some of these Fieldmen were under contract less than three years. *These earnings do not include Pension Plan Credits or deferred first year commissions, vested renewals or contest bonuses on 1944 business.* Our size assures personal consideration and attention for every Fieldman.

If You Can Qualify -- this earning-opportunity is still available in some spots in California, Oregon, Washington, Montana, Idaho, Utah and Wyoming.

Check our Financial Statement and our 35-Year record of progress.

**WESTERN LIFE**  
INSURANCE COMPANY

HELENA

Since 1910

MONTANA

Assets \$21,387,766

Surplus to Policyholders \$2,650,000

R. B. RICHARDSON  
President

LEE CANNON  
Agency Vice President

## LEGAL RESERVE FRATERNALS

### Society Standings on 1944 in Force

Below is presented a tabulation of the Dec. 31, 1944, insurance in force figures of 125 legal reserve societies operating in this country and their comparative ranking on the in force basis as of that date and on Dec. 31, 1943:

Rank 1943 1944	Total Insurance in Force	Rank 1943 1944	Total Insurance in Force
1 1	Modern Woodmen.....\$519,549,386	66 58	Societe L'Assomption.....27,066,002
2 2	United Coml. Travelers.....470,545,000	57 59	Grand Carn. Slov. C. Un.....25,499,683
3 3	W. O. W., Omaha.....395,902,114	60 61	Junior Ord. U. A. Mech.....24,634,495
4 4	Royal Neighbors.....359,831,627	62 62	Czechoslovak Society.....23,691,794
5 5	Travelers Protective.....330,035,000	63 63	American Woodmen.....22,749,885
6 6	Aid Assn. for Lutherans.....292,475,748	64 64	Assoc. Canada-Amer.....22,555,971
7 7	Knights of Columbus.....258,212,287	65 65	A. O. U. W. of Kan.....20,394,381
8 8	Maccabees.....247,560,900	66 66	Natl. Union Security.....20,369,536
9 9	Polish Natl. Alliance.....173,371,474	67 67	Order of Railroad Conduct.....19,791,223
10 10	Brotherhood of R. R. Tr.....165,410,103	68 68	Homesteaders Life.....19,755,946
11 11	Catholic Order of For.....139,288,259	69 69	Hungarian Ref. Fed.....19,525,048
12 12	Women's Benefit.....121,174,713	70 70	Sons of Herman, Tex.....19,123,211
13 13	Lutheran Brotherhood.....118,500,521	71 71	Cath. Knights of Wis.....19,090,170
14 14	Internl. Workers Order.....106,722,150	72 72	Rakoczi Aid Assoc.....17,225,700
15 15	Woodmen Circle.....106,604,985	73 73	Slov. Benev. Ord., Tex.....16,669,204
16 16	Elect. Worker's Benefit.....102,167,475	74 74	Polish Union.....16,523,850
17 17	Indepnd. Ord. Foresters.....101,252,328	75 75	Catholic Aid, Minn.....16,385,033
18 18	Polish Roman Cath. Un.....89,440,148	76 76	Amer. Frat. Union.....16,233,006
19 19	Security Benefit.....88,501,233	77 77	Workmen's Circle.....16,035,800
20 20	Railway Mail Assn.....87,424,000	78 78	Workmen's Benefit.....16,092,666
21 21	Broth. of Loc. Fire & E.....80,360,220	79 79	Pa. Slov. Roman & Greek Catholic Union.....14,966,680
22 22	Croatian Frat. Union.....78,718,182	80 80	New Eng. Order of Prot.....14,783,509
23 23	Protected Home Circle.....64,534,824	81 81	Royal League.....14,072,750
24 24	Degree of Honor.....59,660,745	82 82	A. O. U. W., Minn.....13,930,051
25 25	Ben Hur Life.....59,077,157	83 83	Serb Natl. Federation.....13,387,622
26 26	Praetorians.....58,536,266	84 84	Sons of Norway.....13,302,647
27 27	Alliance Nationale.....58,058,265	85 85	Preferred Life Assur.....13,063,524
28 28	Societe Des Artisans, Can.....57,417,376	86 86	Order of R. R. Telegr.....12,884,271
29 29	Unity Life & Acc.....55,492,483	87 87	Polish National Union.....12,481,900
30 30	First Cath. Slov. L. Un.....55,268,797	88 88	Cath. Knights of St. G.....12,060,977
31 31	Fidelity Life.....55,070,313	89 89	Ladies Pa. Slovak Rom.....11,708,024
32 32	First Cath. Slovak Un.....53,079,746	90 90	U. S. Let. Car. Mu. Ben.....11,634,281
33 33	Ladies' Cath. Benevolent.....52,222,139	91 91	& Gr. Catholic Union.....11,608,308
34 34	Women's Cath. Ord. For.....51,471,362	92 92	Slov. Gymnastic U. Sok.....11,557,902
35 35	W. O. W., Colo.....50,979,321	93 93	No. American Union.....11,357,323
36 36	A. O. U. W. of Fargo.....50,831,687	94 94	Western Catholic Union.....10,995,473
37 37	Loc. Eng. Mut. L. & A.....49,986,090	95 95	Russian Brotherhood.....10,849,031
38 38	National Mutual Benefit.....45,719,352		Slov. Union.....10,411,201
39 39	Slovene Natl. Benefit.....45,170,976		Confes. of Amer.....10,276,634
40 40	Greek Catholic Union.....42,575,704		Ukrainian Workmen's.....10,261,944
41 41	Western Bohemian.....39,456,573		Polish Beneficial.....10,222,452
42 42	Gleaner Life.....38,943,977		Catholic Family Protec.....10,127,451
43 43	Equitable Reserve.....37,058,829		Order of Scottish Clans.....9,814,734
44 44	Verhovay.....35,906,175		Amer. Sick Ben. & Life.....9,810,965
45 45	Polish Women's Alliance.....33,686,498		Ind. Ord. Br. Abraham.....9,809,004
46 46	L'Union St. Jean Bapt.....33,630,921		Mut. Ben. Assn. of Pa.....9,654,510
	D'America.....33,630,921		Railroad Employees.....9,537,506
			Concordia Mutual.....9,519,805
			Jewish Natl. Workers.....9,270,587
			Mutual Life.....8,719,202
			Catholic Knights.....8,644,958
			Assn. of Sons of Poland.....8,581,359
			Alliance Hispano Amer.....8,551,735
			Unity of Bohem. Ladies.....8,271,540
			Pol. Nat. All., Brooklyn.....7,872,500
			Danish Brotherhood.....7,804,170
			Slovenian Mut. Ben.....7,782,600
			Switchmen's Union.....7,614,247
			Alliance of Poles.....7,559,597
			Reliable Life.....7,139,093
			Lithuanian Alliance.....7,062,950
			Natl. Frat. Soc. of Deaf.....7,038,600
			Soc. de Port. Rain Santo.....6,553,392
			Is. Do Esta do Da Cal.....6,454,337
			Irm. Do Div. Esp. Santo.....6,211,581
			Do Est. Da Creal.....6,171,323
			First Slov. Wreath of.....5,927,306
			Free Eagle.....5,138,187
			Croatian Catholic Un.....
			Uniao Port. Do Est.....
			Da Cal.....
			Union of Poles.....
			United Soc. of Greek.....
			Catholic Religion.....

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CATHOLIC



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### Protected Home Circle Holds Small Convention June 26

The supreme circle of Protected Home Circle will hold a meeting in the home office at Sharon, Pa., June 26. This is the regular biennial meeting of the legislative body. Attendance will be restricted to officers, committeemen and representatives, who number 88, and this number will be reduced by the voluntary absences of representatives which will bring the attendance well below the 50 member limitation from out of town set by the convention committee of ODT.

The supreme circle has representatives from nine states with about 70% coming from Pennsylvania and Ohio, and with the six officers living in Sharon and the voluntary absence of several representatives and committeemen, the out-of-town attendance is cut considerably below 50.

This biennial meeting previously was scheduled for Buffalo, N. Y., but was changed to Sharon by the directors in

response to the request of ODT that such conventions not be held.

The supreme conventions in the past have attracted well over 1,000 members and visitors. The several hundred field representatives who have earned a free trip to the convention by insuring new members according to previous agreement will be paid the cost of the trip in war bonds and stamps.

### Modern Woodmen Volume Rises Sharply This Year

Modern Woodmen new business in the first five months of 1945 totals \$11,822,534, an increase of more than \$3 million or 35% over the same period last year. The new business in May totaled \$3,262,024, or 59% increase over May, 1944, and more than \$1 million over the assigned quota for the month.

Leading territory for the month was northern Illinois, under the supervision of Manager C. A. Ortman, with a new business record of \$394,150. Tennessee under Manager R. L. Estes placed second with \$303,000.

### O'Connor Leaves Maccabees to Enter Hardware Business

Kenneth H. O'Connor is resigning as claims department manager of Maccabees, where he was actively identified with the accident and health department. He will be succeeded by J. L. Fraser, who has been chief underwriter for several years. Mr. Fraser has been with Maccabees for 15 years and formerly was in the claims department.

Mr. O'Connor is entering the hardware business and has purchased a store at 2027 South Division avenue, Grand Rapids, Mich. Mr. O'Connor has been active in the Health & Accident Underwriters Conference, having served as chairman of the home office management committee and in other important posts. He is now secretary of the surgical schedule committee.

### Philadelphia Life Rally

Leading producers of Philadelphia Life are preparing for the 1945 conference which is being held at Lake Placid, N. Y., July 1-6. The last date to settle for business to qualify for the conference is June 23. Up to April 30, 14 had qualified, nine of them for their wives as well. It is expected that there will be eight to 10 additional qualifiers.

Gen. Mark W. Clark, commander of the 15th Army Group, recently returned from combat, the other day stopped at the home office of Metropolitan Life to call on his friend of West Point days, Elmer Q. Oliphant, who is group sales supervisor for Metropolitan.

W. D. Hooper, Detroit manager of the Retail Credit Company, will talk on "The History and Workings of the Life Insurance Inspection Business," before the Detroit-Windsor Life Agency Cashiers Association June 20.

### Schewbert Tells Plans for Selecting, Training Agents

LOS ANGELES—The Life Insurance Managers Association of Los Angeles heard Victor Schewbert, Los Angeles manager of Home Life, on the selection and training of career men.

He prefers to have a minimum of three conferences with a prospective agent, spaced from five to seven days apart. The purpose is to allow the prospect to answer the question: "Am I interested in a career in life insurance as proposed by Home Life?" and the manager to decide: "Is he the man I am looking for?"

### Seven Essential Qualities

He then outlines seven essential qualities: (1) That he enjoys his work. (2) He must have the need and the ambition to make money. (3) He must be concerned about his future. (4) He must be concerned with the kind of business in which he earns his living; that is, the place the business occupies in our social scheme of things. (5) His background and past experience must be such as to qualify him for the business rather than place obstacles in his path. (6) He must be adaptable to training and accept it. (7) He must be the type that will accept responsibility and grow in the business by doing those things that are helpful to the business as a whole (including association membership).

In these conferences he uses the aptitude from the prospect's past experience record, a list of his contacts and a homemade "job comparison" form. His past experience record, Mr. Schewbert believes, tells a lot and assists in finding the general category that he fits into. His contacts tell a lot about his initiative and interest in people. The "job comparison" tells about the things he wants and some of his ideas of business; in addition, it points out some of the many advantages found in life insurance.

"We believe that field training offers us the opportunity to demonstrate our teachings," he said. "We sit in on interviews with him and sometimes conduct them for him. This work, however, is designed to coach on the job and not to make learners out of men. The early cases that are worked are used as clinic cases for further training. We have found that this produces much more interest than the use of hypothetical cases."

### Carroll Shanks a Director

Prudential has elected Carroll M. Shanks, executive vice-president, a director. He became associated with the law department of Prudential in 1933 and later became general solicitor and vice-president. He was elected executive vice-president in 1944. Previous to his connection with Prudential, Mr. Shanks was a faculty member of Columbia University law school and was associate professor of law at Yale.

## 55 YEARS YOUNG...And Still Growing

The Woodmen Society, in the best of health and still growing, becomes 55 YEARS YOUNG on June 6. In its 55th year it enjoyed the greatest gains of the past quarter-century — GAINS: In Membership, 8,639; in insurance in force, \$19,969,000; in assets, \$5,573,000.

Entering its 56th year, its members and officers are inspired by this 55-year record of growth to strive for ever greater expansion of Woodmen fraternal and protective service.

## WOODMEN OF THE WORLD

Life Insurance Society

OMAHA, NEBRASKA



## Many "Ify" Questions Face SS Research Men

(CONTINUED FROM PAGE 3)

term disability" better than "total permanent disability."

While the social security board has expressed no official opinion regarding the new bill, its bureau of research and statistics is understood to have cooperated with organized labor people, particularly American Federation of Labor, in working out its details. While the CIO favors something more "liberal," it is reported willing to go along on the bill.

### Now Is Time to Strike

Board officials reportedly believe that now is the time to "strike while the iron is hot" for broadening and liberalization of social security, in view of conditions of high wages, high employment, high national income, rather than to await return of peacetime conditions.

Keith Grange of the House ways and means committee social security study group, has been assigned a desk in board quarters, in order the better to work with board specialists and secure their cooperation in the various studies planned as to costs, etc.

There has been a good deal of thinking on the part of SSB staff members about possible future changes in social security, particularly with respect to old-age and survivors' insurance and federal old-age assistance. Some of the thinkers have gotten around to the point where they favor wiping out both of these programs and substituting what has been called a "baby Townsend plan."

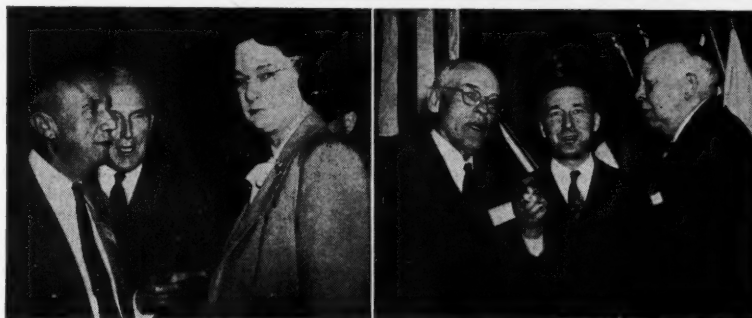
SSB Actuary Williamson has spoken and written about a so-called social budget program to include taking care of the aged on some such basis. A federal pension rate of \$25 per month to persons 65 years and over has been suggested in this connection, in lieu of present OASI and federal old-age assistance.

### Would Wipe Out "Means" Test

This proposal would wipe out a "means" test such as applies under the latter program. It is claimed it would permit older people to work and not discourage saving by the thrifty-minded, which the present system may do, it is said, when a thrifty oldster who has saved up for a little income and wants to work sees the "means" test applied against him, while his unthrifty neighbor gets old-age assistance.

A flat old-age pension, it is claimed, would remove the temptation of oldsters to plead virtual pauperism in order to obtain old age benefits. Given to all as a matter of right, rich and poor, thrifty and unthrifty, it is pointed out, it would wipe out discrimination and do away with oldsters' feelings of unjust and unfair treatment, and different rates of old age benefits in different states.

A "social budget" plan, including \$25 straight old age pension, government actuaries have calculated, would cost perhaps \$4 billion annually. On the basis



### AT ST. PAUL CONVENTION OF INSURANCE COMMISSIONERS:

M. J. Harrison, Little Rock, former Arkansas commissioner; H. P. Dunham, vice-president American Surety, former Connecticut commissioner; Miss Addie Lee Farish, director Alabama department of commerce; State Senator Charles Orr of Minnesota, who gave welcoming talk; A. N. Guertin, actuary American Life Convention; E. M. Griggs, associate general counsel National Board of Fire Underwriters, Chicago.

of \$100 billion national income, this cost could be financed by a 4% contribution or tax on income, most of which the employers could collect for the government from their employees. If national income becomes greater the rate would be less. Costs would be met currently, instead of passing them on to posterity as some other programs and proposals contemplate.

It is said that some administration officials are inclined to view some such social budget program sympathetically. This is said to be true also of some insurance people to whom the plan has been outlined. There are some social security and actuarial specialists willing to hazard a guess that 10 years from now the social security program will look much more like the social budget proposal than it does like either the present system or the WMD bill.

### Financed from Current Income

A social budget system would cost no more than the present program, if as much, it is claimed. Being financed out of current income, it is believed the result would be to make the workers, producers, taxpayers, more contribution-conscious and therefore tend to keep benefits within reasonable bounds.

Whatever the outcome may be of the social security studies brewing or of public agitation and insurance industry interest in the subject, government students of problems involved hope that more attention will be paid to the matter this time than has been the case in the past, on the part of employers, economists, actuaries and other insurance people, as well as social welfare interests and organized labor, which have been most actively concerned with the legislative subject heretofore.

Incidentally, it is understood that the House ways and means study group is planning to seek the help and advice of one or more outstanding economists, in addition to actuaries and other advisers, some of whom have already been engaged.

### Combination Life and Annuity Tax Decision

(CONTINUED FROM PAGE 3)

risk. The transaction as respects the beneficiary is declared no different from an outright gift.

After describing the wife's rights and powers under the life policy, Roberts says if it be treated as property, she was its absolute owner.

"Apparently," says the minority opinion, "courts are only to look to the realities of the situation, the essential nature of the ownership of the donee, where that spells taxability, but are to ignore the true character of the donee's untrammelled power over the subject matter of the gift where so to do spells taxability."

The annuity contract, the minority found "subject to the wife's dominion and hers alone. To say that the decedent here retained an interest which passed at his death is to fly in the face of the facts," it adds. "It is to say that

...the so-called 'string' which he retained upon the property need not have the quality of a tie that binds."

The state of Connecticut just recently won a decision in the courts of that state in a similar issue.

### Carlile, Sales Giant of Old Days in Chicago, Dies

(CONTINUED FROM PAGE 2)

built up the Darby A. Day agency which was one of the first million dollar a month organizations in the country, the other being that of Edward A. Woods of Pittsburgh. That ended Mr. Carlile's career as a prominent figure in life insurance. After leaving Mutual Life he was for a time doing some special work for Equitable Society but his light was dimmed so far as life insurance was concerned. He could not get back into his old stride. He made a great effort but his heart evidently was not in what he was doing. He longed for the old Mutual Life days when he had a free hand and was going strong.

Among Mr. Carlile's intimate friends was the late Senator J. Hamilton Lewis of Illinois. Through Senator Lewis, Mr. Carlile was able to form some valuable acquaintances. He turned his face in another direction hoping to find a seat among the mighty and the great. Through the influence of Senator Lewis he was appointed postmaster in Chicago

in 1917 serving until 1921. Mr. Carlile was not trained in the practical political school. Undoubtedly he allowed himself to be influenced too much by close friends and showed them some special favors. This led to his undoing. An investigation was made by the Postmaster's General office. Those who were after Mr. Carlile's scalp were jealous of him and wanted the seat for someone else.

### Carlile's Later Connections

In due season he was dethroned. He became vice-president of John Burnham & Co., of Chicago, a well known investment house. In 1931 he connected with Great Western Railroad as general development officer at Chicago.

The funeral services for Mr. Carlile were held Tuesday at Memphis. Thus he was taken back to his beloved south from which he sprung, the region where he got his inspiration and where his ambition and special characteristics were developed.

Mr. Carlile was a connoisseur in a number of fields. There was no one in the Chicago insurance area that could hold a candle to him when it came to arranging menus for a banquet and handling affairs of a social nature. He knew just the food that should be served and what should accompany it. He had an intimate knowledge of all kinds of wines and other liquors. Nothing delighted him so much as to be able to act as master of ceremonies at a banquet especially when he was holding one for his own agency. He was an entertainer of rare and masterful ability. The last big function at which Mr. Carlile served as host was when Mutual Life changed its colors after the Armstrong investigation. Mr. Carlile arranged for a sumptuous and brilliant banquet at the old Auditorium hotel at Chicago and had a galaxy of home office officials march into the banquet room following him, all in evening attire. The reception beforehand was one long to be remembered. But at that function the chief officials except the superintendent of agents did not come into view until the guests were seated and then they were brought out of their hiding with Mr. Carlile leading in his majesty.

Mr. Carlile was to the "manner born" in his life insurance operations. He never rose to the heights in any other work he undertook. When he left Mutual Life his light went out. He never regained his old time spirit and optimism. It was another case of right man

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Associate  
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with the right company during a period when big things were done and agents were expected to put on the heat.

In some respects the eclipse of Mr. Carlile in the insurance business was much like that of his successor, Darby A. Day. Mr. Day was the right man in the right place in his generation. When he left Mutual Life he also lost those unusual magic charms that made him successful with that company. He went with another company as did Mr. Carlile. He started on the down grade and when he died his fame was in the past and not the present. He could not find satisfaction with another company.

In later years Mr. Carlile was lost to the life insurance fraternity so far as his personal associations were concerned. Few ever came in contact with him. He was a giant so long as he led the forces of Mutual Life in his earliest days in Chicago.

Mr. Carlile found supreme satisfaction in basking in the light of those he deemed royally born or men of great wealth or high position or social eminence. They were the gods at whose shrines he worshipped and whose favor he sought. He invoked their indulgences and smiles. They in his sight constituted the aristocracy of that day.

## Already See Effect of Cutbacks on Life Business

Sales of life insurance in the Buffalo, N. Y., area appear to have sagged in the latter part of May because of the war industry cutbacks there, notably Bell Aircraft, which announced it would retain considerably less than half of its 15,000 employees.

Agency managers and agents in war industry areas have been anticipating the effect of cutbacks, particularly in places where war plants have become a dominant factor in employment. Efforts have been made to work among prospects who would not be too much affected by reductions in the manufacture of war materials. It will take considerable resourcefulness as many of the best prospects for life insurance are among the indirect beneficiaries of war plant high wages, such as storekeepers and others doing business with war workers.

## Delay on Biddle Correspondence

WASHINGTON—Unofficial explanation at the department of justice of the delay in providing for publication of an exchange of letters between Attorney General Biddle and a representative of the National Association of Insurance Commissioners is that the matter was referred to Manuel Gorman, insurance special attorney of the anti-trust division, for handling.

Gorman attended Biddle's conference with the commissioners' delegation, but left immediately afterwards for Newark, where he has been engaged ever since on another department case. It is not known when he will return.

When it was suggested at the department that this matter of correspondence might be held up pending the change-over from Biddle to Tom Clark as Attorney General, a spokesman indicated a change in policy would be unlikely in the department with respect to insurance.

## New Funeral Expense Plan

The Bank of Passaic & Trust Co., Passaic, N. J., is offering an "Omega" certificate funeral expense payment plan. The bank issues the certificate for cash payment on an insured loan basis. No interest is charged on the loan since the money does not leave the bank until needed. A charge of 1% a year on the debit balance pays for life insurance so that if death happens before completion of the payments the loan becomes paid up automatically.

Thomas E. Prescott, executive vice-president of the bank has worked out the plan with Monroe Dreher, an advertising executive. It has been copyrighted by the Bankers Guild of America, and will be made available to other banks.

## How N.A.L.U. Officers' Traveling Is Coordinated

NEW YORK—Executive Vice-president James E. Rutherford of the National Association of Life Underwriters has three large outline wall maps of the United States on his office wall and finds them very helpful in coordinating the traveling done by association officials. The first map shows the membership for each state as of June 30, 1943, in black and for the same date of 1944 in red figures, while also shown are the conferences held in each state during each of these two years.

The second map shows a number of associations and the number of visits made to each in 1943 and in 1944. The third map shows the location of the trustees. In this way it is possible to work out itineraries most efficiently and to tie in a trustee's trip with a side trip to some other association that is on the schedule for a visit.

## Rural Death Rate Lower

Survival conditions are better in rural areas, according to a Bureau of Census study. The age-adjusted rural death rate in 1940 was 9.8 per 1,000, compared to 11.2 in urban places of 10,000 to 100,000 and 11.4 in cities of 100,000 or more. In the smaller urban places it was highest, 11.8. The national death rate was 10.7.

States with the lowest age-adjusted death rates were Iowa and Nebraska, 8.5, and Minnesota and North and South Dakota, 8.6. States with the highest age-adjusted death rates were South Carolina, 13.5; Nevada, 12.8; Louisiana, 12.6; Alabama, 12.5, and Mississippi, 12.4. The District of Columbia rate was 12.5.

## Milwaukee Trust Council Meets

Russell J. Clark, assistant vice-president and trust officer of the Marine National Bank of Milwaukee, spoke on "Living Trusts," and William H. Pryor, Connecticut Mutual, chairman of the Wisconsin Quarter Million Dollar Round Table, on some phases of estate planning, under the title "In the Other Fellow's Shoes," at a dinner meeting of the Milwaukee Life Insurance & Trust Council.

## Brown Reviews Fiscal Outlook

Every man should be the architect of his own security, and adherence to this principle has made America the greatest capitalistic nation on earth, P. M. Brown, chairman of the Detroit Edison Co. and former U. S. Senator, told the Detroit-Windsor Life Agency Cashiers Association in an address on "The Business Outlook."

He said the present system of taxation prevents development of wealth and expansion of corporations.

As far as the domestic economy is concerned, price controls during the present war have been very much more effective than similar measures were during the previous war, he said.

General agents and managers were special guests, together with the presidents of the men's and women's divisions of the Detroit Life Underwriters Association, the president of the C. L. U. chapter and past president of the Windsor association.

## Tax Claim Against Fla. Insurer

The federal government has made claim against the receiver of Standard Mutual Benefit Association of Jacksonville, Fla., for back income taxes, apparently on the theory that this mutual benefit concern was not operated actually on the mutual principle. The assets amount to only about \$37,000, yet the government's claim is for about \$27,000.

## Century Mark Producers

R. Keith Charles, Timmonsville, S. C., a veteran with 48 years of service, had the honor of writing the last policy at the end of Mutual Benefit Life's first 100 years while Donald N. Phillips, Min-

neapolis, a first year agent, wrote the first policy to be issued by Mutual Benefit in its second century.

Mr. Charles joined Mutual Benefit in 1897 when he was 26. In 1924 he established a record for that time in the number of applications written in one month by submitting 235 cases for \$410,000 with over 50% of the business prepaid.

Mr. Phillips has been in the business only 10 months, having paid for approximately \$250,000.

## Blinded Veteran Is Licensed

HARTFORD—Sgt. John A. Wells of Racine, Wis., recently became the first blinded veteran of this war to receive a certificate from Commissioner Allyn entitling him to sell insurance in Connecticut.

Making the presentation in his office, Mr. Allyn remarked that this state's examination is one of the stiffest given anywhere and complimented the 24-year old veteran on his grasp of the subject, acquired in the past 10 weeks, through the cooperation of the Old Farms convalescent hospital and a committee of Hartford insurance men.

Sgt. Wells is now enroute home following his discharge from the hospital and the army. He expects at first to confine himself to selling life insurance, and after acquiring practical experience in the field, will consider branching out into casualty lines. Insurance men operating in the local educational program for blinded veterans have already communicated with Racine underwriters, in order to help him get started in business, and select a company which will give him the best opportunity for a useful insurance career.

Sgt. Wells, who entered the army in 1941 and served in the medical corps, was blinded by a German mine in Normandy in July, 1944.

No examination is required to obtain an insurance license in Wisconsin.

## Broadening Changes in G. I. Loan Bill Proposed

WASHINGTON—With the Veterans Administration approving guaranty of few loans to veterans going into business, under the G. I. bill, Senator George, Georgia, chairman of the Senate finance committee, which handles veterans legislation, has come out in favor of amending that law so as to provide for government guaranty of a higher percentage of loans to veterans who want to enter business, or for increasing the amount of loans.

The law authorizes VA to guarantee loans up to 50%, or a maximum of \$2,000, whether for business, home or farm venture.

George also announced he favors increasing the age limit of 24 years now set by law for veterans wishing to take advantage of the educational benefits under the G. I. bill. Under this program veterans may be trained as insurance agents in any approved institution, meanwhile receiving certain support allowances from the government.

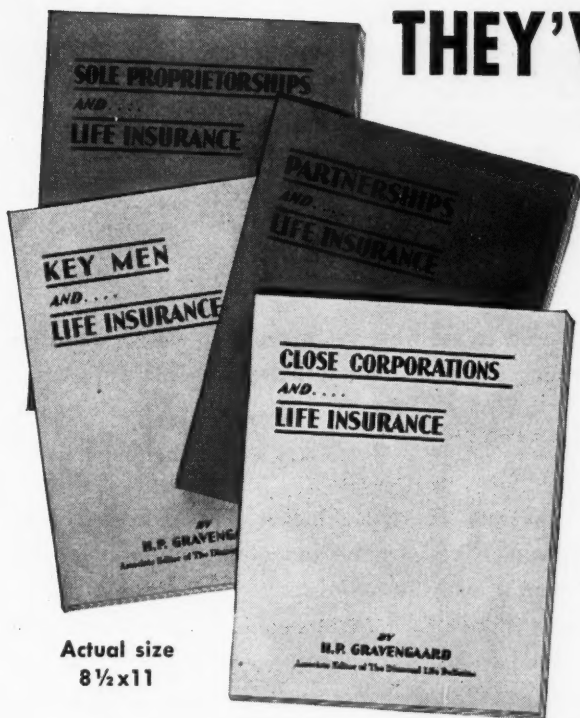
Under the business loan guaranty a veteran may obtain financing for starting an insurance business of his own.

## Child Deaths Down

Deaths among children from five to 14 years were at the rate .9 per 1,000 in 1944 compared to 1 per 1,000 population in 1943, the lowest rate for any age group in the U. S., the Bureau of the Census reports. This rate is only about one-fourth as high as in 1900, when it was 3.9.

In 1943, deaths among school-age children totaled 20,968, of which nearly one-third or 6,636 were accidental. The average future lifetime of the white school-age child is about seven years longer than that 40 years ago. A 10-year-old between 1901 and 1910 had an average expectancy of 50.9 years, compared to 57.0 years in 1940.





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**R**IGHT NOW, with good money coming to farmers everywhere, is the best time in years to take stock of such words as these from Mrs. H. J. Evans, an Iowa farmer's wife.

"Dear Mr. —: My husband listened to a good many life insurance men in his lifetime, but he always said that Northwestern Mutual had the best story.

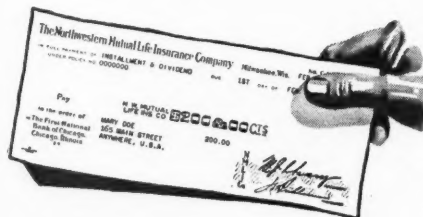
Certainly, as far as my daughter and I are concerned, he was right. For after my husband's death a few years ago, the proceeds from his two Northwestern Mutual policies paid off a note at the bank, helped my daughter through her final terms at college and enabled us to make much-needed repairs and improvements to the house.

Because our Northwestern Mutual life insurance money went so far in helping us readjust our lives after my husband's death, I thought you'd like this letter about a loyal policyholder, from his grateful family. If you think it may inspire some other farm

family to see what wonderful help *enough* life insurance is, you may use it in any dignified way.

Very truly yours,  
Mrs. H. J. Evans, Goldfield, Iowa"

You see, Mrs. Evans makes a point in that word "enough." Sometimes enough life insurance *is* more than a man can afford, or more than he *thinks* he can afford. But it's shortsighted indeed to close your mind to the subject without finding out. A well planned life insurance program should never be too expensive for it represents the work of two practical people working together: you, *and*, we suggest, your Northwestern Mutual agent.



**Why Northwestern Mutual** — The answer to that question lies principally in the difference between life insurance companies — a difference that our policyholder, Mr. H. J. Evans, had discovered. Why not let your Northwestern Mutual agent tell *you* about it. Remember — no other company excels Northwestern Mutual in that happiest of all business relationships — old customers coming back for more.

The **Northwestern Mutual**

FOUNDED 1857

Life Insurance Company, MILWAUKEE 2, WISCONSIN

**NORTHWESTERN MUTUAL LIFE INSURANCE — The Crop that never Fails**

(This is one of a series of two-color advertisements being run in *Successful Farming* this year. The Northwestern Mutual has been a consistent advertiser in this publication for ten years.)